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Meat Packing and Allied Industries

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Number 7



This is how Swift's fresh frozen meats are sold in the Paris & Gordon store, in Brooklyn, N. Y.

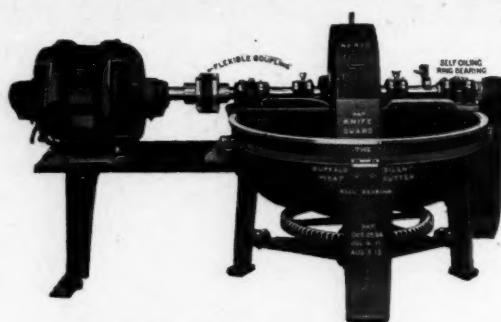
"Tailor Made" MEATS

READY-CUT MEATS, wrapped in transparent Cellophane, are made to order for the new type of meat buyers. The modern woman prefers to buy fresh frozen meats wrapped this way because it simplifies her shopping . . . because she can see at a glance just what she is getting . . . because she knows that Cellophane keeps meat clean and wholesome. Du Pont Cellophane Company, Inc., 2 Park Avenue, New York City.

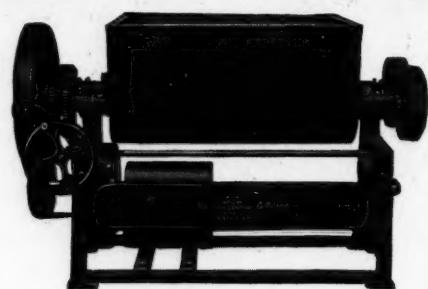


Cellophane

*Cellophane is the registered trademark of the
Du Pont Cellophane Co., Inc., to designate
its transparent cellulose sheeting*



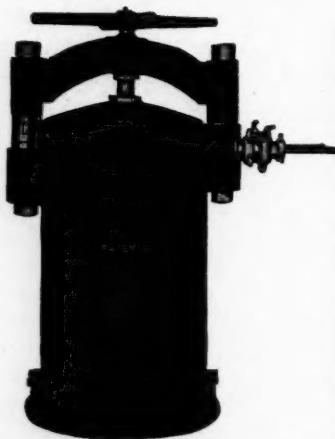
"BUFFALO" Silent Cutter
Made in 7 sizes—for motor or pulley



"BUFFALO" Mixer
A necessary machine to give the meat
a uniform, thorough mixing.

QUALITY MACHINES —for making *QUALITY SAUSAGE!*

USING the same meat, cure, seasoning, smoking and cooking, "BUFFALO" machines will turn out a far SUPERIOR PRODUCT, and show you GREATER PROFITS than any combination of machines made today!



"BUFFALO" Air Stuffer
Equipped with patented leakproof
SUPERIOR piston

The leaders of the industry today are "BUFFALO" users. Their orders and REORDERS are the most positive endorsement of the superiority of the "BUFFALO".



"BUFFALO" Grinder
Built especially for producing the finest quality of pork sausage; also used for grinding fat.

*It will pay you to investigate this improved line of
QUALITY SAUSAGE Machines*

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THE MAGAZINE OF THE
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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FEBRUARY 14, 1931

Chicago and New York

Beef Values Depend on Treatment in Kitchen

Packers May Produce Good Beef But If Consumer Lacks Cooking Knowledge Then Values are Lost for Everybody

Packers produce a lot of good beef.

They take every precaution to see that the animal is dressed right, that the carcass is properly chilled, and that the meat is handled under right temperature conditions until it reaches the retailer's cooler.

In most cases the retailer handles the product as carefully as the packer has.

The trouble begins when it gets into the consumer's kitchen. Too little exact information is known about cooking meat, especially beef. As a result much of its fine flavor is lost.

This is a matter of much importance to the packer, as this loss in palatability results in a lower demand for meat than would exist if its ultimate consumer ate it with all its natural richness preserved.

Helping to overcome this handicap is a part of the big project entitled "A Study of the Factors Which Influence Quality and Palatability of Meat," which has been under way for a number of years at a large number of state agricultural experiment stations and in the U. S. Department of Agriculture, with the National Live Stock and Meat Board and the Institute of American Meat Packers cooperating agencies.

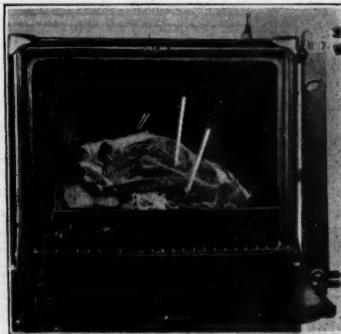
Now the University of Missouri, one of the cooperators, has issued a bulletin summarizing its work in an effort to find out the best way to cook beef

cuts. This is entitled "How Certain Methods of Cooking Affect the Quality and Palatability of Beef." The authors of the bulletin, who also conducted the experiments, are Jessie Alice Cline, E. A. Trowbridge, M. T. Foster and Hazel Elinor Fry.

Cooking Beef Right.

The beef cookery work done at the Missouri Agricultural Experiment Station during the past four years shows that

1. Searing does not hold in the juices of meat.
2. Low oven temperatures for roasting result in less cooking losses and greater palatability than do high oven temperatures.



ROASTING IT RIGHT.

Beef roasts in tests conducted at Missouri Experiment Station were cooked in sheet iron pans, 17 in. long, 12 in. wide and 2½ in. deep. They were roasted in gas ovens with glass doors and oven regulators. Oven thermometers and right-angled meat thermometers in the centigrade scale were used for determining the temperatures of the oven and the interior of the meat.

3. Boneless roasts take longer to cook than do cuts with bone.

4. There is no relation between the total percentage loss in cooking and the size of the cut.

5. Apparently the less tender cuts from good grade heifer carcasses can be roasted and broiled to give a fair degree of palatability.

What the Public Demands.

It is pointed out that a study of the diets and expenditures of 200 typical American families showed that from one-sixth to one-third of the total expenditure for food was for meat;

Also that at present a few well known cuts of beef are in great demand, and hence a portion of the carcass—the loin and ribs forming only about one-fourth of the entire carcass weight—represents nearly one-half of its retail cost;

And that authorities differ as to the best methods for the roasting and broiling of beef. Recommendations vary greatly regarding length of time, oven temperatures, and internal meat temperatures necessary to give beef a certain degree of doneness.

Approximately 450 cuts of beef were cooked in these Missouri experiments, all being either roasted or broiled.

Story of the Tests.

The beef used was of a kind and quality that is found in good grade meat shops in most parts of the country. The cuts were made according to the "Chicago method."

Steaks experimented with were cut 2 in. thick, principally for the purpose

of having plenty left for sampling after the seared parts were removed.

The minimum time of ripening or ageing for any of the cuts used was 10 days. While a variation in the length of the ripening time existed among the different cuts, the time was kept constant for each roast or steak.

For instance, all of the prime rib roasts were aged for 10 days, the third, fourth and fifth chuck rib roasts for 13 days, the first and second chuck rib roasts for 14 days, the rump roasts for 15 days, the sirloin tip roasts for 16 days and the heel of the round roasts for 17 days.

The rib steaks were aged for 10 days, the porterhouse steaks for 13 days, the sirloin steaks for 15 days, and the round steaks for 16 days.

Methods of Roasting.

In the experiments with roasts two general methods of roasting were used.

The first was by searing or browning the roasts at a relatively high temperature for a short time, and then cooking the beef to the desired degree of doneness at a lower temperature.

The second was by cooking the roasts to the desired degree of doneness at a constant oven temperature. Five variations of each of these methods were studied.

The first three years' work showed that chuck ribs and prime ribs could be roasted so that the most desirable part of the chuck gave a degree of palatability comparable to that of prime rib roasts.

In order to determine the degree to which the other less popular cuts of beef could be roasted to give a palatability comparable to the rib, the fourth or latest series of experiments included six kinds of roasts from a grade and class of beef obtainable at most good meat markets.

To Produce Tender Meat.

The palatability tests on these roasts seemed to show that it is possible to roast even the less tender of the six cuts by either constant oven temperature of 125 degs. C. (257 degs. F.) or 165 degs. C. (329 degs. F.), to produce a fairly tender product.

The average grades for tenderness of the sirloin tip, prime rib and the third, fourth and fifth ribs of the chuck were nearly equal, these being the most tender of the six cuts. The heel of round and the rump roasts practically tied for the place of least tender, while the first and second chuck ribs ranked about third lowest in tenderness.

In other words, all of the cuts roasted at these two temperatures came within a descriptive range of "slightly tough to tender."



LEADERS IN MEAT STUDY.

Prof. E. A. Trowbridge, head of the animal husbandry department of the University of Missouri, and Miss Jessie Alice Cline, associate professor of home economics in the same institution. The cattle from which the meat cuts were made were bred, fed and slaughtered under Prof. Trowbridge's direction. Miss Cline supervised the cookery tests.

In the tests with steaks it was found that when cut two inches thick, and weighing from slightly under 2 to 3½ lbs., 34 to 38 minutes in the broiler were required for the meat to reach an internal temperature of 57 degs. C. (135 degs. F.)

Round Steak Most Economical.

Round steak was found to be the most economical of the four kinds of steak in cost of lean meat; sirloin, round and rib are about the same in cost of edible meat. In both cases the porterhouse is the most expensive of the four kinds of steak.

The bulletin gives in detail the methods followed, cooking time and temperature for each kind of cut, the utensils used, and the methods of judging, and reaches the following conclusions as to the palatability of the less tender cuts and the methods of cooking the various roasts and steaks.

Tastiness of Less Tender Cuts.

As to palatability of the less tender cuts, the following conclusions are reached as a result of the four years' work:

a. The palatability of the less tender cuts can be improved by methods of cooking.

b. The results, so far, seem to indicate that even the less tender cuts from good grade heifer beef can be roasted and broiled, using comparatively low temperatures, to give fairly palatable products.

c. With the roasting temperatures used, the sirloin tip, prime rib, and chuck including the 3rd, 4th, and 5th ribs are about equal in tenderness in good grade heifers.

d. The heel of round and rump roasts are the least tender, with the 1st and 2nd ribs of chuck third lowest in tenderness.

e. The tenderloin muscle of the porterhouse steak is the most tender muscle graded in the steaks used, and a muscle from the bottom round the least tender.

f. In good grade heifers the porterhouse and rib steaks are more tender than the sirloin and round steaks.

Methods of cooking and results secured, follow:

a. Searing increases cooking losses, and therefore if used, should be only for improving outside appearance, developing aroma, and developing flavor of the outside of the meat.

Oven Temperatures.

b. Low oven temperatures for roasting result in less cooking losses and greater palatability, than do high oven temperatures. High temperatures decrease juiciness and tenderness, particularly.

c. Low oven temperatures cook roasts more uniformly than do high oven temperatures; the higher the temperature, the less the uniformity of doneness.

d. The time per pound required for roasting is decreased by the higher oven temperatures.

e. Roasting beef by the addition of water (not true roasting) decreases its palatability and increases its cooking losses.

f. A low internal temperature of a roast at the time it is put into the oven increases the cooking losses and the time of cooking.

g. Roasts cooked to the well-done stage have greater cooking losses than do those made medium done.

h. When prime rib, chuck I (3rd, 4th and 5th ribs), chuck II (1st and 2nd ribs), sirloin tip, rump and heel of round roasts are considered in one group, other factors of greater importance than their size seem to affect their cooking losses to such an extent that there is little relation between the size of a roast and the per cent cooking losses.

Cooking Time Varies.

i. There is a tendency for the cooking time required per pound to vary inversely with the size of the roast, but when the six roasts are considered in one group there seems to be other factors than size which affect the cooking time.

j. Boneless roasts seem to require more time per pound than do roasts with bone.

k. The larger steaks (sirloin and round) require less time per pound to broil than do the smaller ones; the smaller steaks take a shorter total time to cook than do the larger ones of the same thickness.

l. The doneness of a roast can be accurately determined only by a meat thermometer, since the length of time per pound varies with different cuts and with different roasting temperatures.

m. The doneness of a steak can also be accurately and easily determined by a meat thermometer placed horizontally in the steak before putting the steak in the broiler; however, a certain kind of steak, cut a definite thickness, can be timed fairly accurately.

The bulletin embodying this information is listed as Missouri Agricultural Experiment Station Bul. 293. It contains 40 pages fully illustrated and with a large amount of statistical information as to detailed results.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

Turning a Packing Plant Nuisance into a Profit

Latest Method Seems to Solve Sewage Problem as New Chlorine Treatment Recovers Wastes and Clears Streams

One of the major problems facing the meat packing industry in this country today is the finding of ways and means to handle its sewage wastes, which up to the present time have been largely disposed of by dilution in lakes and streams.

In some instances sewage has been given a preliminary treatment through screens and sedimentation, but in most cases it has been disposed of without any treatment whatever.

The increasing congestion of population is making the problem more and more acute, so that the time is not far away when it will be absolutely essential for most packing concerns to institute more complete treatment.

This situation has forced packers to institute research programs in an attempt to find economical methods of treating these wastes.

Among packers who have worked on this problem Geo. A. Hormel & Company at Austin, Minn., have been

particularly successful in this connection. Their method of treating this problem and the results they have now obtained are reviewed here.

Treating Packinghouse Wastes

By W. F. Fullen and E. N. Anderson*

A survey of this field will reveal that standard methods of sewage treatment are inadequate for packinghouse wastes.

Practically all of them depend upon biological activities which are more or less interfered with in packinghouse wastes by the high salt and fat content. These biological processes have been attempted by various packers, either by treating their sewage alone or by mixing it with domestic wastes.

Unless the dilution in the latter case has been very great, the biological treatment has not met with success, and even under the most favorable conditions a great deal of difficulty has been encountered.

The first installations involving sep-

*Mr. Fullen is chemical engineer and Mr. Anderson is mechanical engineer on the staff of Geo. A. Hormel & Co., Austin, Minn.

ticization in septic or Imhoff tanks have, in most cases, been discarded. The consensus of opinion at the present time indicates that the ordinary types of sprinkling filters will not function with packinghouse wastes.

Activated Sludge a Failure.

Until quite recently it was felt that the most promising method was the activated sludge, but most of these installations have also been discarded as inadequate.

The only biological treatment which, at the present time, holds any promise of success is the compound filtration employed at the Jacob E. Decker & Sons Co. packing plant at Mason City, Iowa. After investigating this plant and its method we felt that although the operation is successful to a certain degree, this process left much to be desired.

One of the outstanding objections to all of the present methods is, of course, the cost of operation.

Recover Protein from Sewage.

In practically all instances where plants are treating in the neighborhood of a million gallons per day of packing



WHERE HORMEL SOLVES SEWAGE PROBLEM AND TREATS PLANT WASTE AT A PROFIT.

New sewage disposal plant of Geo. A. Hormel & Co., Austin, Minn., where packinghouse waste is treated at a profit instead of a loss.

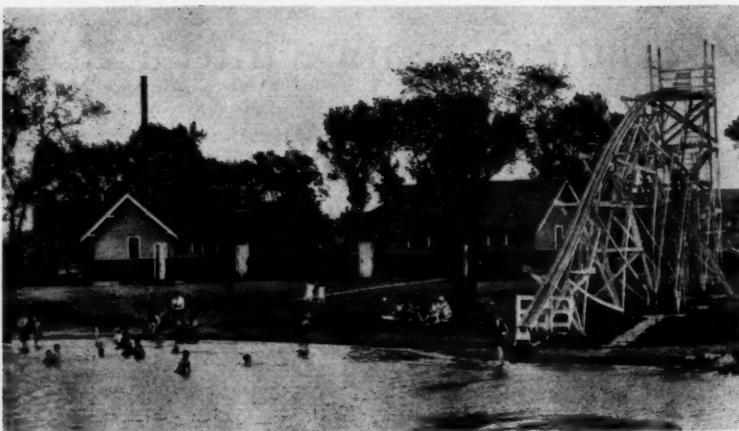
Raw sewage enters the open basin clarifier (extreme right) where large particles of organic matter are removed and majority of grease is skimmed off.

Effluent then passes through mixing chamber (beneath center building) where new chlorine treatment devised by Hormel experts takes place.

It then passes to second basin clarifier (foreground) where final settling occurs. Sludge is removed by surface scrapers operated automatically from moving bridge, and is pushed into narrow channels at right of basin, while water passes through channel at left and into the river, clear and bright and free of all organic matter; in fact, drinking water.

Sludge contains about 90 per cent water at first, but after de-watering this is reduced readily to 75 per cent, and after treatment in regular tankage drier sludge shows 40 to 50 p. c. protein and 9.3 to 9.5 p. c. ammonia.

February 14, 1931.



PACKER BECOMES COMMUNITY BENEFACTOR.

Municipal bathing beach on Cedar river at Austin, Minn.

Previous to installation of new sewage treatment plant by Geo. A. Hormel & Co., the water in this river below the plant had an objectionable odor and sludge floated on the surface. The BOD of the river (amount of oxygen necessary to support fish and plant life which sewage took from water) was around 200 parts per million. Now this has dropped to 20, the water is clear and drinkable, and the public regards the packer as a benefactor instead of a nuisance.

house sewage it costs them \$100 to \$200 per million gallons to treat it. It is felt that this is an excessive burden on the industry involved, and that new methods of treatment must be found that can be operated at a lower net cost.

Investigations conducted at the plant of Geo. A. Hormel & Company have been directed towards finding ways and means of recovering the protein from the sewage, so that its value can be used to defray operating expenses.

In the biological method of treatment attempts are made to decompose the organic matter as completely as possible, so that it can undergo further decomposition when the sewage is dumped into lakes or streams. This necessarily means that in any method of biological treatment the value of the organic material present is lost.

In order to be able to recover nitrogenous material so that its value can be used to defray operating expenses it is necessary to remove it in a more or less unchanged condition. To make such a method successful it would, therefore, be necessary to eliminate, as far as possible, all biological activity.

High Cost of Old Methods.

This is accomplished, to a certain extent, in all methods of chemical precipitation. But these have not met with general success because of the high cost of chemicals and because the nitrogenous matter in the sludge is so highly diluted with the chemicals used that the cost of handling the sludge becomes excessive.

This, combined with the fact that the ordinary chemical precipitation removes only suspended matter, and not the dissolved solids, makes all these

methods inadequate. The effluents produced in such treatment plants, even though they may be clear, generally contain so much putrescible material that further treatment is necessary.

Any method of chemical precipitation, to be successful, must therefore not only remove suspended organic matter, but must also remove the dissolved packinghouse sewage, which contains on the average in the neighborhood of 100 parts per million of nitrogen in the form of organic matter.

If this nitrogenous material can be removed, it should have sufficient market value to reduce considerably the cost involved in the precipitation, providing the ordinary objections to general precipitation can be overcome.

Chlorine Used Economically.

Observations made in the laboratories of Geo. A. Hormel & Company indicate that chlorine, in suitable quantities, can be used in the precipitation of effluent efficiently and economically.

Preliminary investigation indicated that there was sufficient volume of sewage at this plant to allow recovery of the protein at little or no net cost. On the basis of these findings a plant

was installed during the summer of 1930.

In this newly-constructed plant the raw sewage coming from the packing plant first enters a small Dorr clarifier, which is checked to a detention of approximately 20 minutes. During this short detention large particles of organic matter which settle later are removed. In addition, the majority of the grease comes to the surface and can be skimmed off.

Protein and Ammonia Values.

The effluent from this Dorr clarifier is treated with chlorine, and after suitable agitation is run into a second clarifier, where the precipitation takes place.

Detention in the second clarifier is longer than in the first. From this second clarifier the sludge is removed to be de-watered, and then dried in the regular tankage drier.

The dried sludge has a protein value of from 40 to 50%, or an ammonia content of 9.3 to 9.5%.

The sludge at first contains about 90% water. This water content is reduced to 75% very readily.

What's in the Sewage.

Plant sewage going through this treating plant does not include clear water from the plant. Condenser water is pumped directly and goes back to the river at the same point, thereby keeping all clear water out of the sewage disposal system. In general, however, all other plant water runs into the screens, where the bulky solids are removed before the chlorine treatment begins.

Salt water has been considered a handicap in treating sewage chemically. Curing brine is saved as far as possible in the Hormel plant—because there is actual value in reclaimed pickle—but there are washings from curing floors and occasional dumped vats which cause some volume of content in the sewage heavily impregnated with salt and sugar. Too much of this sort of effluent is not beneficial to any type of sewage disposal treatment, but it is handled without difficulty in the Hormel method.

All possible causes of sewage contamination are eliminated at the source as in any well-regulated plant. As much waste water as possible is trapped from the killing floors, saving greases and fats as close to the source as possible. What is not saved in that manner is run into agitated tanks, where the grease is allowed to separate and come to the top, where it is skimmed.

Every manufacturing room in the

(Continued on page 25.)

Profit vs. Loss

Most economical methods of treating packinghouse sewage previously developed shows NET COST to packer of \$100 to \$200 per million gallons.

New Hormel chlorine process indicates NET PROFIT to packer.

Recovers material with protein value of 40 to 50 per cent and ammonia content of over 9 per cent.

Interest on equipment cost amply covered in recovery values.

Instead of noxious sewage, clear water leaves plant sewer outlet.

Packaged Consumer Cuts Either Fresh or Frozen Now Marketed by Cudahy

Meats in packages, either quick frozen or fresh, as desired, are now offered by The Cudahy Packing Company to the trade through its fancy cut meats department.

This department was established during 1930 to supervise the distribution of these pre-cut packaged meats.

Commenting on these meats in its

Other products in cartons, in tins and in cloth bags have been added by the company to its long list during the year. These include pork sausage, luncheon meat, soups, minced luncheon meat, sliced bacon and sandwich loaf with either chicken or turkey added.

The Charles S. Hardy packing plant at San Diego, Calif., was one of the new acquisitions made by the Cudahy



PRE-CUT PACKAGED MEATS STIMULATE CONSUMPTION.

A few of the pre-cut packaged meats prepared by the Cudahy Packing Company are shown in this illustration. They have proved to be economical because they require no trimming, are protected by wrapping and packaging, and can be identified through the brand name by both dealer and consumer. The company is prepared to meet the expanding trade that may develop for products of this character.

1931 Year Book, the company says:

"Pre-cut packaged meats are economical, because in making them ready for cooking no trimming is necessary. They are packaged in protective wrappers and containers that insure cleanliness of contents, and each package bears the brand name, so that it may be readily identified by dealer and consumer."

"Methods are employed in the preparation of these cut meats which, it is pointed out, enable them to retain their natural juices, flavor and appearance."

Cooperate With Dealers.

"We are happy to cooperate with our dealers in stimulating the added demand for meats that has developed at many points because of the introduction of quick-frozen packaged meats," the company says, "and our fancy cut meats department will maintain whatever facilities are necessary to meet the expanding trade that may develop for products of this character."

Included among other cuts in the pre-cut fresh meat line are lamb shoulder roast, pork shoulder roast, round steak, sirloin steak, porterhouse steak, club steak, rib roll roast, lamb rib and loin chops, and pork chops.

Any or all of these may be had by the retailer in either fresh or frozen form.

Packing Company during the year. This plant has complete facilities for the slaughter of cattle, hogs and sheep and for all packinghouse operations, includ-

Are Frozen Foods Costly?

To the casual observer it might seem inevitable that packaging and freezing must increase the cost of quick-frozen foods to the consumer.

Such, however, is emphatically not the case, according to Clarence Birds-eye, vice-president of the General Foods Corporation and inventor of the Birds-eye quick-freezing process. Savings in handling, packing, distribution and dispensing costs, he said at the recent convention of the American Fruit and Vegetable Shippers' Association, more than compensate for the cost of packaging and freezing.

"Consider, for instance, the case of a meal of spinach consumed at Boston in January," Mr. Birds-eye said. "Under present conditions the product, containing approximately 33 1/3 per cent of inedible stems, discolored leaves and foreign matter, must be packed loosely in baskets or crates, and so placed in the car that air will circulate freely around all the packages. Thus only a comparatively small amount of edible product can be put into the car.

(Continued on page 28.)

ing sausage manufacture. It has been enlarged and modernized by its new owners and now forms an important link in the Cudahy chain.

A new margarine factory was opened at the Kansas City plant in July of last year in which all machinery, utensils and other equipment are of the most modern design. In conjunction with the factory is a fully-equipped laboratory for testing all products used to be certain of their purity.

Produce Plant Extension.

Another addition during the year was the Sunlight Produce plant at Granite Falls, Minn., where eggs are produced and poultry fattened and dressed for distribution to eastern branch houses. At Sioux City a new wholesale market was built, and newly-constructed branch houses replaced the old ones at Portland, Maine, and Passaic, N. J.

The company's cleanser product, made familiar by the Dutch girl chasing dirt, is packed at Chicago, Omaha, Los Angeles, Toronto, Sydney, Aust., Auckland, N. Z., and Havana, Cuba. Sales representation for this product has been established in England, France, Holland, Sweden, Norway, South Africa, India, Siam, Straits Settlements, Philippines, Hawaiian Islands, Alaska and Mexico.

The year book calls attention to the added burdens imposed upon packers, as well as other business organizations, through increases in payments of workers' compensation under the acts of the respective states; so-called unemployment insurance or pensions; bond issues; as well as increased general taxation.

Burdens Put on Packers.

The fact that so many of these relief or other measures are taken without full knowledge of already existing indebtedness or without preliminary reserves to make the funds solvent, makes many moves in this direction matters of much concern to industry.

The year book contains the full text of the address of E. A. Cudahy, chairman of the board to the stockholders, regarding the work of the year, the annual financial statement, a review of the livestock situation, developments in the produce industry, a description of the ceremonies held in celebration of the company's fortieth anniversary, the gist of President E. A. Cudahy, Jr.'s testimony in the packers' consent decree hearing, a description of the company's honor fraternity, and a review of its support of farm boys' and girls' club work.

The book contains 71 pages, richly illustrated.

Watch the Wanted page for bargains in equipment.

Chain Meat Stores

News and Views in This New Field
of Meat Distribution.

OFFERS TO BUY ALMAR STORES.

An offer of \$350,000 has been made by American Stores Co. for the merchandise and equipment in the 257 Almar stores, the affairs of which have been in the hands of receivers since last October. The terms submitted by American Stores Co. are payment in cash of \$100,000 for the equipment, furnishings and fixtures now in the stores, and wholesale prices for the meats, groceries and other merchandise in the retail establishments. It is estimated that the wholesale value of this merchandise will be about \$250,000. Committees of both groups have approved the offer and approval has been asked of the United States district court. Fourteen of the Almar stores have been closed since the receivership.

SAYS CHAIN CUTS RIVALS.

Charging that the Safeway Stores Corporation is violating the state anti-discrimination law, the attorney general of Nebraska has asked the courts to enjoin it from selling merchandise at one point in the state cheaper than at another, with the intent to destroy competition. Seventy-five of the company's 2,800 stores are in Nebraska.

It is alleged in the petition that the stores are discriminating between different sections, and intentionally selling meat, bread, sugar and other food products lower in some sections than others, allowing difference for grade and cost of transportation.

The injunction method has been employed, the attorney general says, so that if the law is further violated the state would be in a position to obtain ouster from the state or heavy fines for contempt of court.

The suit is a result of an investigation made some time ago when the Federation of Nebraska Retailers, and some retailers not associated with the federation, laid charges before the attorney general that the law was being violated.

CHAIN STORE SALES.

The largest earnings in its history are reported by the Jewel Tea Co. for 1930, when sales totaled \$15,521,791 compared with \$16,844,110 in 1929. Net profit for the year was \$1,705,293, equivalent to \$6.09 a share on 280,000 common shares, compared with \$6.04 in 1929. The lower dollar volume of sales is attributed largely to lower selling prices.

Jewel Tea Co. sales for the four weeks ended January 24 totaled \$1,066,913, compared with \$1,202,513 for the same weeks of 1930.

January sales of Daniel Reeves stores totaled \$3,401,091, compared with \$3,605,390 in January, 1930.

MacMarr Stores, with 1,376 stores and 539 meat markets in operation, had sales totaling \$6,561,331 in January, compared with \$7,214,249 in the previous January.

Safeway Stores sales showed a decrease of 4.2 per cent in January compared with a year ago, the dollar

volume being \$17,661,518 in January, 1931, and \$18,439,302 in the same month a year ago.

Sales of American Stores Co. declined only 3.3 per cent in January, totaling \$12,497,110 compared with \$12,926,692 in January, 1930.

An increase of 18.3 per cent is reported by the H. C. Bohack Co. in sales in its grocery and meat stores for the four weeks ended January 31, 1931, over those of the same period a year earlier. Sales for the period totaled \$2,755,993.

Aggregate January sales of 29 chain store companies of all kinds totaled \$113,276,841, a decline of 2.73 per cent from the dollar volume of sales in January, 1930. This is attributed to the lower prices prevailing at this time compared with a year ago.

FINANCIAL NOTES.

Standard Brands, Inc., and subsidiaries for the year ended December 31, 1930, show a consolidated net income of \$16,402,253, after depreciation, federal taxes, minority interest and other charges, but before profit and loss items. The report includes the German and South African subsidiaries of Royal Baking Powder Co. After payment of preferred and common stock dividends there was a deficit of \$2,632,599. The report covers the first complete year of operation.

Colgate-Palmolive-Peet Co. reported a consolidated net income of \$8,550,055 for the year ended December 31, 1930, after depreciation, interest and federal taxes. This includes the operation of the Kirkman Co. which was acquired during the year. The net was equal to \$3.76 a common share after preferred dividends, including a full year's dividends on Kirkman stock. The 1929 net was equal to \$4.06 a common share.

Wesson Oil & Snowdrift Co. have declared a common stock dividend of \$1.00 per share, payable March 2 to stockholders of record February 14.

Continental Bakeries and subsidiaries report a net income of \$6,114,283 for the year ended December 27, 1930, after interest and depreciation and subsidiary preferred dividends. This compares with a net profit of \$6,671,102 in 1929. During the year the company disposed of its stock in the Commander Larabee Corporation flour mills at a loss of \$4,006,213, which was charged directly to surplus account.

Hawaiian Pineapple Company earned a net profit in 1930, after depreciation and federal taxes, of \$2,531,000, compared with \$3,166,308 in 1929.

An unusually good year was reported by Ohio Leather Co. for 1930. Back dividends of \$123,879 were paid, more preferred shares were retired than in 1929, and the surplus was increased by \$82,367.

LAMB ON THE AIR.

The story of lamb will be broadcast from coast to coast Tuesday, February 17, between 11:40 and 12:20 noon, central standard time, over the National Broadcasting stations from the Atlantic Coast to the Rocky Mountains, and over the Pacific Coast stations at the same hour, Pacific standard time.

R. C. Pollock, secretary and general manager of the National Live Stock and

Meat Board, will trace briefly the progress of the sheep industry from its earliest days in this country up to the present time, the subject of his talk being "The Long Trail." He will be followed by Miss Inez Willson, home economics director of the board, who will give "A Word to the Wives on Lamb," pointing out the possibilities for variation in the meal by the use of lamb, its value as a food, and its importance as one of the three major meats.

On the Pacific Coast, W. P. Wing, secretary of the California Wool Growers Association, will deliver a similar message and will be followed by a home economics expert well versed in the use of lamb to tell the housewives of the West Coast of its value in the meat menu.

The broadcast will be a feature of the "national farm and home hour" of the National Broadcasting Company, and is a part of the national lamb campaign conducted by the board under the auspices of the National Wool Growers Association and the Colorado and Nebraska Lamb Feeders Association.

This broadcast will be a matter of interest not only to meat packers all over the country who slaughter lamb, but to retail meat dealers as well.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on February 11, 1931, or nearest previous date, together with number of shares dealt in during the week, and closing price on Feb. 4, 1931, or nearest previous date:

	Sales.	High.	Low.	—Close—
	Week ended Feb. 11.	—Feb. 11.	11.	Feb. 4.
Amal. Leather.	.....	.....	.....	1
Do. Pfd.	.....	.....	.....	19
Amer. H. & L.	700	3 1/4	3 1/4	3 1/4
Do. Pfd.	200	12 1/2	12 1/2	11
Amer. Stores	1,600	42 1/2	42 1/2	35
Appom. A.	78,000	3 1/2	3	3 1/2
Do. B.	6,440	2 1/2	2 1/2	2
Do. III. Pfd.	5,500	34 1/2	32 1/2	34
Barnett Del. Pfd.	400	62	61	62
Barnett Leather	100	1 1/4	1 1/4	1 1/4
Beechnut Pack.	1,100	58 1/2	58 1/2	75 1/2
Bohack, H. C.	.....	.....	.....	50
Do. Pfd.	.....	.....	.....	102 1/2
Brennan Pack.	.....	.....	.....	19
Do. Pfd.	.....	.....	.....	19
Chick C. Oil	900	11	11	11
Childs Co.	14,300	33%	32 1/2	32 1/2
Cudahy Pack.	1,400	43 1/2	43 1/2	42 1/2
First Nat. Strs.	12,400	49	47 1/2	47 1/2
Gen. Foods	56,200	53%	53	53 1/2
Gobel Co.	8,800	6 1/2	6	6 1/2
Gr. A. & P. 1st Pfd.	50	117	117	118 1/2
Do. New	110	215	215	205
Hormel, G. A.	110	20	20	20
Hygrade Pfd.	1,300	3%	3 1/4	3 1/4
Imperial G. & B.	62,700	28 1/2	27 1/2	26
Libby, McNeil	4,800	12	11 1/2	11 1/2
MacMarr Strs.	1,700	8 1/2	8 1/2	8 1/2
Oscar Mayer	2nd Pfd.	10	100	100
Mickelberry Co.	50	13	13	12
M. & H. Pfd.	.....	.....	.....	21
Morrell & Co.	700	56	56	56
Nat. Bd. Pd. A.	100	4%	4%	4%
Do. B.	.....	.....	.....	3%
Nat. Leather	100	1	1	1
Nat. Tea	8,100	20%	19 1/2	20 1/2
Proc. & Gam.	11,200	70%	70	70
Do. Pr. Pfd.	10	110	110	108
Rath Pack.	40	20	20	20
Safeway Strs.	21,000	52 1/2	49 1/2	49 1/2
Do. 6% Pfd.	300	90	90	90
Do. 7% Pfd.	220	102	102	101
Stahl Meyer	.....	.....	.....	15 1/2
Straus R. Strs.	8,500	2 1/2	2 1/2	2
Swift & Co. new	8,050	3 1/2	29	30
Do. Int'l.	2,350	35 1/2	35	35 1/2
Tremont Pack.	1,000	13 1/2	13 1/2	14 1/2
U. S. Cold Stor.	.....	.....	.....	33 1/2
U. S. Leather	500	6 1/2	5 1/2	6 1/2
Do. A.	400	10	9 1/2	10
Do. Pr. Pfd.	300	80 1/2	80	80
Wesson oil	2,500	22	22	21
Do. Pfd.	500	57 1/2	56 1/2	57
Wilson & Co.	3,800	3 1/2	3	3 1/2
Do. A.	400	45 1/2	45 1/2	47 1/2
Do. Pfd.	2,700	9 1/2	8 1/2	8 1/2

February 14, 1931.

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Chicago and New York

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Packer as Food Distributor

The statement was made recently by a business leader that chain stores are reaching back to their sources of supply to secure bigger economic savings for customers. This was believed to indicate that chain stores would become larger and more powerful.

This tendency in chain store operation, whether it be the old-line chain operated under a single company ownership, or a voluntary chain consisting of large groups of independently-owned stores, is a matter for close observation on the part of the meat packer.

More and more units of old line chains are handling both fresh and cured meats, along with other foods, and practically all of the units of voluntary chains contain meat departments. The trend is toward the development of a complete food store.

The question the meat packer should ask himself is, "Can I continue to offer these retail outlets meat only, thereby forcing this one food item to carry my entire overhead?"

This is not a question for the large operator alone. It is a question for every meat packer of any consequence.

Demand of the chain organization, as the speaker cited states, is for greater economies to pass on to the consumer in lower food costs. To make these economies possible the food manufacturer must find some way of reducing his costs. In the meat industry this is the packer. How is he going to do this?

The meat retailer is finding it desirable to add other food lines to help carry overhead and reduce selling costs. He finds he can add many items without adding anything to his operating expense. He has refrigeration, so he can sell cheese, butter, eggs—perishables of all kinds. He has shelf space for packaged and canned goods. His trend is toward a food market rather than a meat market.

The grocer, on the other hand, who already handled non-perishables, has gradually added perishable lines and finally meat. His trend also is toward a food store.

Why, then, should not the meat packer follow the precedent set by his retail outlets and become a food distributor rather than just a meat distributor?

There are men who have been in the meat packing business all of their lives who will be averse to handling other lines. But the man who is successful in the face of all conditions is the man who keeps his business moving with the economic trend of the times.

That trend appears to be pointing toward general food distribution rather than the handling of a specialized line.

Business Looks Better

An improvement in the business situation during January is indicated by a check of the basic economic factors that make for such improvement. Activity in the steel and automobile industries has increased, and there has been a general broadening out of business in other lines.

Employment reports indicate a substantial expansion of payrolls in manufacturing centers, sentiment among business men is distinctly more confident, "and in general the business situation wears a more hopeful aspect than it has in some time," says one of the best known business economists.

Industrial activity is shown to have reached its low point in December, being two points below November, the lowest for any month since May, 1922. The recent upward swing in the stock and bond market will prove an important factor in strengthening public psychology, whether or not it is an actual influence.

Industry and business have lived through 15 months of the disturbed economic period. During that time production in many essential lines has been curtailed materially. Stocks are low. Increase in demand will be reflected rapidly in manufacturing operations and, in turn, in employment.

Any increase in employment means a slow but steady increase in the demand for food, particularly meat. Provision stocks accumulating at this time will be needed, but they must be put away at costs which will permit distribution later at prices the consumer can and will pay freely.

If the packer does this, and does not let what his competitor is doing have too much influence with him, the situation can well be expected to develop satisfactorily.

Practical Points for the Trade

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Dried Gut for Trade Uses

The making of tennis and music strings has become a considerable industry in the United States since meat packers, as well as buyers of these strings, have learned that the product manufactured in this country has proved the equivalent and in many cases superior to that produced abroad.

An inquirer interested in casings asks how the product is made. He says:

Editor The National Provisioner:

We would appreciate any information you can give us regarding the processing of sheep casings into dried gut for tennis racket purposes along the following lines:

How to split the strings; split the strands and dry after twisting; cure against wear and moisture; color when necessary.

Also, what process or chemicals are used to desalt the casings, in case green casings are not used.

The packers who have developed this process to a high degree of proficiency have done so only after long research and experimentation and at great expense. The detail of their processes is held confidential. Hence only most general information is available on this subject.

Casings for this purpose are taken direct from the killing floor, hence no desalting is done. Twenty-four feet of the small intestine of 11 lambs is required to make strings enough for one tennis racket, says Rudolf A. Clemen in "By Products in the Packing Industry."

The casings are first split on a specially-designed contrivance which resembles a wooden finger-shaped instrument in the center of which there is a sharp blade, set vertically. The splitting process divides the strings into two grades, one of which is the rough side and the other the smooth side. These split strands are then treated chemically. The smooth side makes the better string.

The guts are then put through a number of operations before the strings are spun into shape and stretched upon drying frames. When spun they range from 2 to 30 ft. in length. No string less than 11 ft. in length can be used successfully in stringing a tennis racket, the shorter lengths being used for musical strings and surgical ligatures.

In making tennis strings 28-ply of the smooth split gut is the standard, while 11-ply of the whole gut is used. The spinning of each string requires the art of two skilled, careful men who know exactly how many turns of the spinning wheel to make.

After spinning, the strings are again treated chemically in special baths. These processes preserve the natural color of the gut and help to toughen it. The strings are next put on frames in the drying room and left until they are thoroughly dry and seasoned, which requires from 3 to 15 days. Sometimes they are re-spun during this drying period.

Polishing follows the drying process. The strings are stretched on a machine and as it turns the polisher works, continuing until the strings are smooth and glistening, which requires about 10 minutes.

Finally, the strings are tested, each string being required to stand a test of 100 lbs. before it shows signs of breaking. At the same time all good strings must show considerable stretching ability.

WHAT MAKES TANKS FOAM?

Write us your experience with inedible tanks foaming. Have you noticed the kind of material in the tank when this happens? Send your comments to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Handling Casings

Do you know how to handle hog and sheep casings?

It means profit to you if you do and LOSS to you if you don't.

Complete directions for handling hog, sheep and beef casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They are invaluable to the packer who wants to handle his casings in the right way.

These may be had by subscribers, by sending in the attached coupon, together with a 2c stamp for each.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me directions for
hog
beef
sheep

(Cross out one not wanted.)

Name

Street

City

Enclosed find 2 cent stamp.

Curing a Musty Cooler

A meat retailer is having trouble with his meat coming out of the cooler smelling musty. He says:

Editor The National Provisioner:

I am having trouble with my ice box. Had it relined with cork for the ice machine. Raised the roof one foot for more air space, which left a pocket. Filled that with mineral wool and finished it with celotex.

Now after a few years use our cold meats get a musty taste, although the box smells perfectly sweet and is dry. Have coils and brine tanks overhead. Brine seems all right. Lots of dry rust on the coils.

Is there anything I can use to prevent that musty taste?

Apparently the trouble this inquirer is having is due to the need for sterilization of the box with a sodium hypochlorite solution. The general ice box conditions seem to be all right, but the box should be cleaned thoroughly every so often with this solution. This will keep the box sweet and clean and remove invisible organisms that are probably causing the trouble being experienced.

This product can be bought in commercial form and is easy to use. If applied when there is meat in the cooler the meat should be covered so there is no danger of the solution touching it.

If it is the practice to keep sawdust on the floor of the cooler this should be changed frequently and a new supply put down after each cleaning with the sodium hypochlorite solution.

Backbone Saw for Beef

A packer asks regarding the use of backbone saw for splitting cattle. He says:

Editor The National Provisioner:

Please tell us how the saw for splitting cattle is generally regarded. Is it used extensively?

The rump bone saw is pretty generally used, but some objection has been raised to the use of the backbone saw, especially on shipper cattle. The claim is made that it discolors the bone and sets up a certain sales resistance.

Operating men appear to be very much in favor of this saw, such objection as exists coming from the sales side. However, there have been cases where the saw had been used for some time on cattle before its use and value was realized in the sales end. Some plant men are inclined to think the sales objection to be considerably exaggerated.

The saw is used extensively on hard boned cattle and has proved to be a real economy. It is believed by some that its use will extend eventually to all classes of cattle.

A Queer Curing Formula

A small packer says he has had a pickle cure for meat recommended to him, and would like to know if it is all right. He writes as follows:

Editor The National Provisioner:

I have had recommended to me a brine cure for hams and bellies that contains 1 1/4 oz. potash per 100 lbs. of meat. The purpose of the potash is to keep the meat from drying up and becoming hard. Please let me know what you think of this formula, which is 8 lbs. salt, 2 oz. saltpeter, 2 lbs. brown sugar, 1 1/4 oz. potash and 4 gals. water to each 100 lbs. of meat.

Potash is not used in the curing of meats commercially in modern packing-houses, and there is no apparent advantage in adding it to the formula. Meat properly cured and stored does not need potash to keep it from getting dry.

The formula submitted, aside from the potash, is unusual. The quantity of salt is more than double that commonly used, the saltpeter is slightly less and the sugar, also, is in excess quantity.

The ingredients commonly used for making a mild pickle are as follows, allowing 5 gals. of the solution to each 100 lbs. of green meat:

3 1/2 lbs. salt
3 oz. saltpeter
8 to 10 oz. sugar

The amount of saltpeter varies somewhat, but 3 to 3 1/2 oz. of sodium nitrate is commonly used.

Checking Steam Costs

What amounts of steam are used in meat processing operations? A small packer who is planning to make accurate tests wants to know how to secure this information. He says:

Editor The National Provisioner:

As we wrote you previously, we are closely checking processing costs in our plant. We know what our steam costs are, and now we want to determine how much steam is used in various operations. Will you tell us how to do this?

A pound of water makes a pound of steam. Conversely, when a pound of steam is condensed a pound of water remains. This should give you the clue to determine how much steam is used in various processes.

When steam-using machines are trapped it is simply a matter of catching the trap discharge in a receptacle and weighing it.

When steam is added directly to processing water an overflow should be provided in the cooking vat. After the product to be cooked has been placed in the vat the cooking water should be brought just even with the overflow. No water should be added to or removed from the vat during the cooking operation.

All of the water from the overflow during the cooking operation should be caught and weighed. This weight will represent very closely the amounts of steam condensed. The same procedure can be used in other operations.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

NEW SEWAGE DISPOSAL METHOD.

(Continued from page 20.)

Hormel plant is carefully trapped in the interest of economy. These precautions make sewage treatment that much easier, as well as effecting savings in addition to those gained in the disposal plant recovery.

The plant at Austin has been in operation for a period of about five months, and during this time we have observed considerable improvement in the river.

There are two dams in the Cedar River, into which this sewage is disposed of, about two miles apart. The plant sewage in the past was discharged just below the upper dam. There exists naturally a large quiescent pool that has allowed sufficient settling of the organic matter in the sewage, which has naturally become very septic.

Cleaning Up the River.

Previous to the installation of the new plant conditions in this river were rather serious. Odors were always prevalent. A large amount of sludge could be observed on the surface of the water at all times. The BOD of the water just below the discharge of the packinghouse sewer was in the neighborhood of 200 parts per million.

After the new plant had been in operation for a period of about two weeks odors completely disappeared. After the plant had been operating for about three months no more floating sludge could be observed, and after four months operation the bottom of the river now can be seen for about half the distance between the two dams.

The BOD of the river below the point of discharge sewer has dropped from the former figure of 200 down to below 20. Improvements of the same nature have naturally been observed in the river below the lower dam. It is felt that the treatment the sewage now receives is sufficient to completely avoid any nuisance, and that next summer, when the sludge between the two dams

Does This Happen

In Your Plant?

Nosing around the plant, this is what an observer saw:

Trying to make a continuous press do the work of a bone crusher, when the material should have been reduced to a proper size before pressing.

Another thing the observer saw will be told here next week. **Are you among the guilty?**

has completely decomposed, even further improvements may be observed.

Values Recovered Pay Cost.

The early predictions regarding the cost of operation have been borne out.

At the present time approximately five tons of sludge are being removed from the sewage. This takes into consideration both the primary and secondary sludge. The chlorine consumption does not exceed 2,000 lbs. per day to remove this amount of sludge.

The plant is completely manned by three men, and two more are required to handle the sludge.

Although we do not at the present time have accurate data concerning the cost of operation, preliminary surveys indicate that the value of the sludge, figuring nitrogen at market value, will pay for the cost of the chlorine, cost of operation, including labor and power, and interest and depreciation on the plant at the rate of 12%.

BOILER CLEANING.

A small packer wants to know how often a boiler should be opened up and cleaned. He writes:

Editor The National Provisioner:

There is some difference of opinion between my engineer and myself as to just how often the scale should be removed from our boilers. The task is an unpleasant one and I am inclined to believe my engineer puts it off as long as possible. What is the usual practice in this respect?

The interval between boiler scale removal depends entirely on conditions, particularly the character of the boiler feed water. Some water contains little scale forming materials; others are heavily impregnated with them.

The amount of coal being burned daily should be the guide. You can determine approximately what it costs to open up a boiler and clean it. You should require daily reports of the amount of coal burned.

With this information it is up to the front office to give instructions for boiler cleaning. Why leave the decision to the operating engineer?

Soot, of course, should be blown off the tubes once or more daily, depending on the character of the fuel.

Do you use your condensation for boiler feed? Do you have a water softener?

Removing the scale forming materials from the feed water is one way to keep down boiler cleaning costs and the cost of generating steam. Soot blowers, damper control and other modern boiler room appliances are good investments and will earn good interest in the small as well as the large plant.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

The shape of a package



A package must be acceptable to retailer and consumer if its contents is to be successfully marketed. It must be easy for the consumer to handle. It is generally accepted as a practical package for sausage meat, chili con carne and other manufactured meat products. Printed in colors, it gives sales appeal . . . an advertising asset. Eighteen years experience qualifies us to make the package that will *sell your product*.

ESPECIALLY-MADE PACKAGES FOR SAUSAGE MEAT, CHILI CON CARNE AND LARD

KLEEN KUP

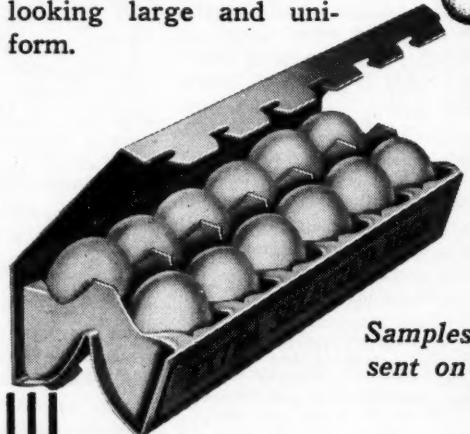
*The Package That
Sells Its Contents*

Mono Service Co.
NEWARK NEW JERSEY

THEY STAND OUT!

**and INVITE
PURCHASE**

WHEN eggs look big—folks buy them. That is logical, and the progressive merchant wants this sales advantage. Give it to him by packing eggs in Self-Locking Cartons. Eggs do not nestle away—the low cut cells make them stand out boldly—looking large and uniform.



*Samples gladly
sent on request*

Read the partial list of users below.
They know the value of display.

A FEW USERS

Swift & Company Armour and Company
Morris & Co. Wilson & Co.
Cudahy Packing Co. Bowman Dairy Co.
The National Tea Co. Piggy-Wiggly Stores
Beatrice Creamery Co.
The Fairmont Creamery Co.
Kroger Grocery & Baking Co.
Washington Cooperative Egg & Poultry Association

SELF-LOCKING EGG VENTILATED CARTONS
Self-Locking Carton Co. 589 E. Illinois St., Chicago
PHONE SUPERIOR 3887
"THE BOX THAT SELLS THE EGGS"

A Page for the Packer Salesman

The Best Solicitation Is Ineffective If Retailer's Attention Is Distracted

Many packer salesmen have seen a good solicitation ruined because in the middle of it the retailer was called away to answer the telephone, wait on a customer or attend to a store detail.

Then the salesman had to wait until the dealer was again at leisure, and perhaps tell his story all over again.

It is impossible, of course, for the salesman to get to each of his customers at a time when they have nothing to do.

One packer salesman does think, however, that a little study of customers' habits, some observation to discover the slack times in each store and an effort to make calls when the dealer has the most time to talk, are of value in increasing tonnage. He writes:

Editor THE NATIONAL PROVISIONER:

I am only a novice at this game of selling meat plant products, having been in the work only a little more than a year. Under the circumstances it seems rather presumptuous for me to attempt to pass on any information that might be of value to other packer salesmen, but there may be some who can get some value from one observation I have made and have tried to capitalize on.

Early in my experience in selling meats I learned that to do a good job the salesman must get to the retailer at times when his attention is not continually distracted by the necessity of answering the telephone, waiting on customers, etc. The salesman can also conserve time if he can arrange his work so that he will not have to wait for the dealer to do other things.

The meat salesman can put in no more profitable efforts, I believe, than to getting over his route in the quickest time consistent with doing a good selling job on each call. I have learned that it pays well to study the business habits of the retailers in my territory with this end in view.

There was one retailer on my route who was a tough bird to do business with. Finally, quite by accident, I learned that he ate lunch each day at a certain restaurant. Quite by accident, of course, I dropped into this place and sat at his table. I found that this retailer in the restaurant was altogether a different man from the one



HOLDS HER OWN WITH MEN.

Here is another packer saleswoman who has made good.

She is Mrs. E. D. Short, who works in the Port Arthur, Tex., territory for Jacob E. Decker & Sons, Mason City, Ia.

"Out of the branch to which she is attached," the company says, "there are six salesmen, and not one of them exceeds her in volume or profits." The fact that she is a woman has brought her no special favors. She keeps the same hours, does the same work and calls on the same class of trade as the salesmen.

Mrs. Short has found demonstrations and special sales valuable as aids in increasing sales and uses them at every opportunity. Her husband, E. D. Short, is also a salesman for the Decker company, working in the same territory.

I had known in the store. I got an order from him, and he is now one of my best customers. I never try to sell him in his store, however. All of his buying from me is done in the restaurant where we meet several times a week.

Cash and carry stores are busier in the afternoons than in the forenoons. It is easier to see the proprietors of these stores and sell them when the salesman makes it a point to call on them when they have the most time to talk.

On the other hand, the service stores are busier during the forenoons. Telephone calls are plentiful in these stores at that time, and there is the bustle of putting up orders. The proprietors of service stores have the most leisure immediately after lunch. The logical procedure, therefore, is to call on the cash and carry stores in the forenoon and the service stores in the afternoon.

It is sometimes difficult to arrange one's work so that each retailer can be called when he has the most time to

give thoughtful consideration to what a salesman has to say, but a little planning will generally show how the trick can be done. Getting to the retailer at the proper time is a great help in enabling a salesman to get his share of the business.

Yours truly,
PACKER SALESMAN.

SATURDAY SALES.

Packer salesmen who are willing to give up their Saturday afternoons occasionally to help customers stage special sales will find that the time invested will pay big dividends.

A Southern salesman recently arranged a sale for a retailer who was not keen to handle the products of the firm the salesman represented. He never had stocked their products and he was not sure his customers would buy them. The retailer finally agreed to permit the salesman to conduct a sale, it being understood that the results would determine whether or not the retailer would stock these products.

Twenty-eight different articles were disposed of during the afternoon, and the salesman gained another good customer. The retailer also learned the value of attractive displays and the advantage of featuring all products as much as possible.

A salesman for another firm said that some of the best customers on his list had been secured through Saturday sales.

SELLING THE LIST.

The salesman's list, as a rule, is long. He can not take the time at each call to do a good selling job on each item, and it is doubtful if it is good business to try to do so. Yet he must bring all of his products to the attention of every retailer on whom he calls.

One salesman, after selling the staple goods, starts in on the specialties. He makes no attempt, particularly when calling on prospects, to sell more than two or three specialties on each call. On the next call he brings other items to the dealer's attention. The plan works well, he says.

CULTIVATE THE CLERKS.

It pays the salesman to make friends with clerks. They are the ones who recommend and pass on the products to customers. If clerks dislike a salesman they may take revenge by recommending the products handled by some other salesman.

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Chicago
EGGS'

Refrigeration and Frozen Foods

Shipping Frozen Foods Mechanically Refrigerated Cars Will Hold Low Temperatures

The first attempt to transport a shipment of perishable freight in a railroad car under refrigeration was made in 1857. The shipment consisted of a load of fresh meat, handled in a passenger train from Chicago to New York.

The car used on that occasion was nothing more than an ordinary box car of that period. It had no insulation in the walls, floor or roof. A shelf or platform was built at each end on which 1,500 lbs. of ice were placed to refrigerate the load.

About ten years later a brine tank car was invented, a cylindrical tank being placed at each corner. This was an improvement over the first idea, but the car was not satisfactory. Product near the tanks froze, while the meats in the center of the car did not receive enough refrigeration.

Improvements Came Slowly.

Step by step improvements were made in refrigerator car construction, but it was not until 1885 that a really practical type of car for commercial use was designed. This was what is known as the end ice bunker type and was practically the same in design as the present ice refrigerator car.

During that year nearly 1,000 of these cars were built and placed in service. With a practical method for transporting perishable foods, meat packing and the fruit and vegetable industries expanded rapidly. Large cold storage warehouses were erected, ice manufacturing plants were built throughout the country and railroad terminal facilities were greatly im-

proved. Today the meat industry owns some 25,000 refrigerator cars valued at \$175,000.

The advent of quick-frozen meats, fruits and vegetables and the requirements of their transportation demand more efficient refrigeration than has been generally possible in the car refrigerated with ice. To transport quick-frozen perishables safely and without deterioration, low temperatures that vary within close limits are necessary.

Perishable Food Volume Large.

One type of refrigerator car mechanically refrigerated and automatically controlled was described in the September 7, 1929, issue of *THE NATIONAL PROVISIONER*. Since that time the details of construction and operation of this car—popularly known as the silica gel car—have become quite generally known in the meat packing industry and some packers have used it quite extensively.

However, the extent to which safety iceless refrigerator cars are used for the transportation of perishable foods probably is not generally appreciated. Some data along this line was given by Horace W. Wigney, manager of the Safety Refrigeration Corporation, at the recent meeting of the Food Marketing Research Council.

During the past 2½ years, Mr. Wigney said, nearly 50,000,000 lbs. of perishables of various kinds have been transported in safety iceless cars. More than 50 per cent of this amount was frozen products that were carried at temperatures below 18 degs. Fahr. The total value of these commodities was approximately \$12,000,000 and the amount of claims presented for damage was slightly over \$4,000.

Frozen Foods Carried Safely.

Some of the commodities that have been transported in car lots in these cars are frozen raspberries, frozen

strawberries, frozen peaches, frozen blueberries, fresh and frozen fish, fresh apples, apricots, cherries and other fruits, fresh vegetables, fresh meats and packinghouse products, fresh and frozen eggs, butter and cheese.

The adaptability of this car for the transportation of frozen meats may be judged from the following statements by Mr. Wigney.

"Among the frozen products that have been transported in safety cars recently were four car loads of mixed frozen fruits and vegetables, consisting of peas, beans, corn, asparagus, spinach and berries. On these shipments the shipper requested that a temperature be maintained below 10 degs. Fahr. The shipment moved from Portland, Ore., to New York and Boston. The average temperature maintained throughout the journey was about 8 degs.

"Frozen peaches were also transported from Georgia to New York during the past summer when the outside temperature was extremely high, but the average temperature of the load did not rise above 14 degs. Fahr."

ARE FROZEN FOODS COSTLY?

(Continued from page 21.)

Fresh vs. Frozen Economies.

"After arrival at the retail store the spinach spoils very rapidly. I am informed that this spoilage amounts to from 15 to 35 per cent in different classes of stores. Finally, after the spinach has reached the consumer's kitchen, it must be picked over carefully, the waste eliminated and all sand and foreign matter removed.

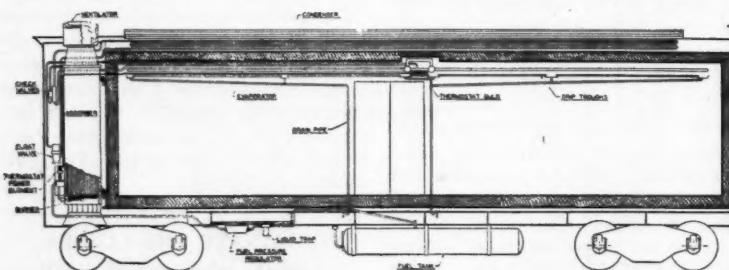
"In contrast with the above procedure, the spinach to be packaged and frozen is washed mechanically, freed from waste and pressed compactly into rectangular cartons, which completely fill the refrigerator car. Such a product, if handled under mechanical refrigeration in the retail store, is not subject to spoilage; and when delivered to the consumer needs only to be dumped into a saucepan of water and boiled for a few minutes before being served.

"Similar savings can be made in quick freezing peas, asparagus and many other vegetables, fruits and fruit juices.

Some for Freezing, Some Canning.

"Not all varieties of the same kind of fruits or vegetables are equally good for quick freezing. For instance, of eight varieties of peas grown in a certain locality, only two were found suitable for freezing. In many instances the varieties best suited for canning are worthless for freezing. It is important, therefore, that a careful study of this phase of the situation be made before quick freezing operations are undertaken on a commercial scale.

"Obviously the freezing plant should



LOW CAR TEMPERATURES MAINTAINED AUTOMATICALLY.

Mechanically refrigerated cars are being developed along two lines. In one refrigeration is furnished by a compressor driven from the car axle. In the other use is made of the silica gel absorption system. In this latter car, a sectional view of which is shown, temperatures suitable for the transportation of quick-frozen meats are maintained automatically. The refrigerating apparatus is placed in a compartment at one end. The fuel for activating the silica gel is carried in tanks under the car. These hold a supply sufficient for about 9 days' operation. The fuel consumption is about 135 lbs. per ton of refrigeration.

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be located at or very near the production point. Delicate berries and fruits begin to spoil shortly after they are picked; and vegetables such as peas and corn lose some of their natural sweet flavor within a few hours.

Moreover, if all the possible economies of packaging and quick freezing are to be realized, it is necessary that the operations be performed and the waste products eliminated before shipment has taken place. The season for each product is likely to be short, and the plant should be so located as to provide a succession of freezable products for as much of the year as possible.

"All products should be cleaned and culled very carefully, and the greatest care should be exercised in handling them. For instance, if strawberries or raspberries are unduly crowded into a package their appearance is adversely affected, and the moisture leakage is noticeably increased."

FROZEN FRUIT MARKETS.

Where will the packer of quick-frozen fruits find a market for his merchandise?

Returns from 200 questionnaires reveal that practically all favorable information and comment on the subject, "What effect will frozen fruits have on selling canned fruits?" came from north of the Ohio river and east of the Mississippi river, according to a speaker at the annual convention of the National Canners' Association.

Greatest possibilities for the sale of frozen fruits seem to lie in territories of dense population where local fruit

is available only for short periods of the year. These sections also have the most suitable storage and distribution facilities for present use.

Buying power is also greatest in these sections. Other districts, as the Pacific Coast, seem to have too many local fresh fruits over most of the year to permit considerable sales of frozen fruits. Southern states and the Missouri river district populations are mostly rural and too widely distributed to reach economically, according to the speaker.

REFRIGERATION NOTES.

Sawyer Coal & Ice Co., Cordele, Ga., have prepared plans for an ice manufacturing and cold storage plant. It will cost about \$70,000.

Considerable new equipment has been installed in the plant of the Enterprise Ice & Cold Storage Co., Enterprise, Ala.

Chong Jan Co., Fresno, Calif., has awarded a contract for the erection of a cold storage plant.

New York Central Railroad is having plans prepared for a storage and market terminal at Perry and Scott sts., Chicago. The plant will cost in the neighborhood of \$1,000,000.

J. W. Harding is erecting an ice manufacturing and cold storage plant 44 by 82 ft. in Lake Charles, La.

A cold storage department to cost \$75,000 is being added to the plant of the W. O. Anderson Commission Co., Salina, Kan.

An additional refrigerating machine was recently installed by the C. L. Robinson Ice & Cold Storage Co., Winchester, Va.

A cooler building to cost approximately \$50,000 will be erected in Cleveland, Ohio, by Karl Krienberg and W. A. Krasny.

A bond issue of \$400,000 is being considered by city officials of Long Beach, Calif., to finance the erection of a cold storage plant.

Sitka Cold Storage Co., Sitka, Alaska, has purchased the cold storage plant of the Booth Fisheries Co. at that place.

Evansville Ice & Cold Storage Co., Evansville, Ind., is planning the erection of an additional story to its cold storage building No. 1 on Eighth st. near Court. The improvement will cost about \$25,000.

Plans for a pre-cooling plant to cost \$75,000 are being prepared by the Olive Heights Citrus Association, Olive, Calif.

ILL. N. A. P. R. E. MEETING.

Illinois members of the National Association of Practical Refrigerating Engineers will hold a two-day conference at the University of Illinois, February 20 and 21, 1931.

This conference is open to all who are directly or indirectly interested in ice and ice cream manufacture, dairying, cold storage, meat packing or any other branch of the refrigerating industry, whether or not they are members of the N. A. P. R. E. Plant owners, plant executives and engineers are especially invited. Among the subjects that will be discussed are: Personal tests on volumetric efficiency of compressors, cooling of milk, water treatment for ice plants, air conditioning and quick freezing of commodities.

Cold Storage Installation

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Meat Production and Consumption Statistics

Meat and livestock production and consumption for November, 1930, as compiled by the U. S. Bureau of Agricultural Economics, with comparisons:

CATTLE, CALVES, BEEF, AND VEAL.						
	November.			Total or average, January-November.		
	3-year average ¹	1929	1930	3-year average ¹	1929	1930
Inspected slaughter:						
Cattle, No.	791,645	721,407	605,048	8,075,130	7,066,001	7,478,817
Calves, No.	382,057	358,438	323,702	4,327,123	4,142,723	4,197,421
Carcasses condemned:						
Cattle, lbs.	7,386	6,788	5,075	61,242	55,921	48,565
Calves, lbs.	795	740	761	5,645	8,174	8,524
Average live weight:						
Cattle, lbs.	940.31	945.70	961.91	949.91	964.50	954.90
Calves, lbs.	186.94	188.18	179.18	177.37	177.56	175.34
Average dressed weight:						
Cattle, lbs.	488.85	497.88	515.13	512.14	518.52	523.37
Calves, lbs.	105.14	107.03	108.24	101.12	101.78	100.47
Total dressed weight (carcass, not incl. condemned):						
Beef, M lbs.	382,888	380,773	309,064	4,096,112	3,938,483	3,885,853
Veal, M lbs.	40,033	38,499	35,340	434,288	418,256	419,721
Storage beginning of month:						
Fresh beef, M lbs.	40,078	51,902	47,221	40,533	50,733	56,079
Cured beef, M lbs.	17,926	20,157	16,641	18,382	18,845	21,606
Storage end of month:						
Fresh beef, M lbs.	58,715	70,390	54,894	39,677	50,167	54,049
Cured beef, M lbs.	20,759	23,054	18,498	19,077	18,954	20,865
Exports: M lbs.						
Fresh beef and veal	263	348	422	2,232	2,979	3,627
Cured beef	695	642	1,165	11,035	10,060	13,710
Canned beef	145	203	157	2,237	2,403	1,637
Oleo oil and stearine ²	5,187	5,800	6,328	69,877	66,942	56,868
Tallow	292	312	350	4,189	3,414	5,100
Imports: M lbs.						
Fresh beef and veal	4,354	1,675	218	44,762	41,840	9,266
Beef and veal pickled or cured	(5)	2,387	1	9,125	2,099	
Beef canned	4,015	5,412	597	56,611	86,232	50,019
Receipts, cattle and calves ³	2,083	1,939	1,696	19,958	18,829	18,430
Price per 100 lbs.:						
Cattle, average cost for slaughter	9.21	9.17	7.22	9.96	10.70	8.72
Calves, average cost for slaughter	10.98	11.02	8.23	11.81	12.62	9.89
Cattle, good steers, Chicago	14.70	13.66	11.30	13.68	14.02	11.95
Veal calves, Chicago	12.93	12.68	8.46	13.29	13.68	10.61
Beef carcasses, good grade	21.17	20.25	16.80	20.63	21.49	18.03
Veal carcasses, good grade	21.72	22.86	16.63	22.15	23.69	19.65
HOGS, PORK, AND PORK PRODUCTS.						
Inspected slaughter No.	4,214,080	4,498,554	4,023,718	42,046,631	43,361,600	39,610,002
Carcasses condemned, No.	12,231	11,181	9,095	132,698	127,354	113,323
Average live weight, lbs.	220.70	220.12	220.35	233.40	233.74	232.41
Average dressed weight, lbs.	164.61	164.57	165.81	176.59	176.10	175.47
Total dressed weight (carcass, not incl. condemned):						
Lard per 100 lbs. live weight, lbs.	602,237	738,485	665,665	7,375,886	7,579,018	6,919,407
Lard per 100 lbs. live weight, lbs.	14.24	14.68	15.48	15.45	15.74	14.92
Storage beginning of month:						
Fresh pork, M lbs.	72,868	75,910	64,126	196,604	215,297	157,015
Cured pork, M lbs.	391,026	415,492	292,679	542,377	569,880	472,019
Lard, M lbs.	85,147	90,845	36,211	138,151	162,146	94,083
Storage end of month:						
Fresh pork, M lbs.	72,343	84,667	77,137	194,419	200,198	150,838
Cured pork, M lbs.	384,728	404,962	334,567	539,441	559,584	459,170
Lard, lbs.	60,643	68,517	31,582	137,904	160,627	89,491
Exports: M lbs.						
Fresh pork	1,235	1,723	2,602	9,743	11,470	15,739
Cured pork	20,292	27,809	15,287	268,643	290,809	235,212
Canned pork	580	736	848	8,020	9,468	11,532
Sausage	577	477	307	6,083	5,461	4,386
Lard	68,190	84,440	43,588	696,785	766,338	609,736
Imports: M lbs.						
Fresh pork	611	146	16	8,526	3,906	1,080
Pork, pickled, salted, and other	(5)	210	200	.....	2,118	1,380
Prepared or preserved hams, shoulders, and bacon	(5)	167	193	.....	1,917	1,700
Receipts of hogs ⁴	3,884	3,910	3,430	39,434	39,345	36,772
Price per 100 lbs.:						
Average cost for slaughter	8.96	9.01	8.52	10.02	10.26	9.56
At Chicago—Live hogs, med. wt.	9.13	9.14	8.63	10.35	10.62	10.01
At eastern markets—						
Fresh pork loins, 10/15 lbs.	20.83	20.56	17.96	22.25	22.77	21.88
Shoulders, skinned	16.41	16.58	14.82	16.88	17.75	16.78
Picnics, 6/8 lbs.	14.80	15.10	13.14	15.55	16.18	15.11
Butts, Boston style	18.78	18.75	17.09	20.25	21.42	20.15
Bacon, breakfast, No. 1, sweet pickle cure, 8/10 lbs.	23.14	22.92	24.58	23.54	22.96	23.56
Hams, smoked, No. 2, 12/14 lbs.	22.26	21.71	21.79	23.29	23.93	22.69
Lard, hardwood tubs	13.56	13.00	13.46	13.53	13.30	12.17
SHEEP, LAMB, AND MUTTON.						
Inspected slaughter, No.	1,139,976	1,159,150	1,305,482	12,385,633	12,932,373	15,270,154
Carcasses condemned, No.	2,287	2,580	1,758	17,740	21,570	16,707
Average live weight, lbs.	52.92	53.54	53.45	81.92	82.55	82.41
Average dressed weight, lbs.	39.04	39.11	39.30	58.87	58.94	59.01
Total dressed weight (carcass not incl. condemned)						
	44,891	45,233	51,236	480,102	501,740	503,285
Storage, fresh lamb and mutton: M lbs.						
Beginning of month	4,000	4,902	4,326	2,967	3,541	4,756
End of month	4,819	5,194	4,628	2,962	3,502	4,693
Exports, fresh, M lbs.	53	104	45	961	928	1,560
Imports, fresh, M lbs.	274	49	(7)	3,426	4,748	3,52
Receipts of sheep ⁵ , M lbs.	2,039	2,137	2,007	23,817	25,133	27,501
Price per 100 pounds:						
Average cost for slaughter	11.89	11.28	7.18	13.41	13.45	9.18
At Chicago—						
Lamb, 90 lbs. down, gd.-ch.	13.32	12.77	7.95	14.58	14.77	10.09
Sheep, medium to choice	5.87	5.88	3.85	7.17	7.00	4.42
At eastern markets—						
Lamb carcasses, good	23.80	24.56	16.95	26.92	27.61	21.38
Mutton, good	12.76	13.21	9.76	15.33	15.37	11.91

¹1927, 1928, and 1929. ²Including reexports. ³Does not include reexports for February. Correct figure not available at this date. ⁴Beginning January, 1930, lard stearine excluded. ⁵Not reported prior to January, 1928. ⁶Public stockyards. ⁷Not over 500 lbs. ⁸Prior to July, 1930, lambs 84 lbs. down.

MEAT AND LARD STOCKS.

Increased hog runs over those of January a year ago, mild weather and lower consumer buying power resulted in large accumulations of fresh and cured pork products during January. Stocks of beef, dry salt meats and lard are well below those of a year ago. Frozen pork and pickled meats, on the other hand, were well above those of February 1, 1930.

The number of hogs slaughtered under federal inspection during January totaled 5,361,989 head, being 360,618 more than in the same month a year ago. In addition these hogs averaged to weigh approximately 5 lbs. more than a year ago, which in terms of hogs would mean an additional 110,300 hogs, or a total for the month of 472,288 more than in January, 1930.

Storage stocks increases are more marked during January because the slaughters of November and December were smaller than those of the same months a year earlier and accumulations were slower.

Nearly 50,000,000 lbs. more pork went into the freezer during the month, 18,307,000 lbs. more meat into dry salt and 27,446,000 lbs. more into pickle than in the same month a year ago.

Less beef was on hand in the freezer and in cure at the end of the month than a year earlier.

Stocks on hand February 1, 1931, as reported by the U. S. Bureau of Agricultural Economics, are as follows:

	Feb. 1, 1931.	Jan. 1, 1931.	5-Yr. Av.
	lbs.	lbs.	Feb. 1—lbs.
Beef, frozen	52,132,000	55,649,000	63,724,000
In cure	10,779,000	11,025,000	12,742,000
Cured	9,490,000	8,611,000	11,625,000
Pork, frozen	215,599,000	122,994,000	167,606,000
D. S. in cure	67,305,000	44,372,000	71,101,000
D. S. cured	40,512,000	25,816,000	54,447,000
S. P. in cure	242,486,000	205,059,000	288,632,000
S. P. cured	155,456,000	122,951,000	133,442,000
Lamb and mutton			
frozen	4,081,000	4,677,000	3,976,000
Misc. meats	93,739,000	92,169,000	92,200,000
Lard	62,850,000	51,434,000	50,063,000
Product placed in cure during:			
	1931.	1930.	
Pork frozen	135,429,000	87,588,000	
D. S. pork placed in cure	89,900,000	71,683,000	
S. P. pork placed in cure	223,631,000	186,185,000	

CUBAN MEAT DUTIES.

Cuban meat and fat import tariffs, which became effective more than a week ago, are reported as follows:

Fresh beef and mutton	\$12.00 per 100 net kilos
Fresh pork in brine or salted	13.20 per 100 net kilos
(If in brine accorded a 20% tax allowance of 12%)	14.40 per 100 gross kilos
Neutral lard compound ⁹	13.60 per 100 gross kilos
Bacon or salted or smoked pork ¹⁰	16.80 per 100 gross kilos
Fat pork thickly salted ¹¹	14.40 per 100 gross kilos
Hams, cured and smoked ¹²	19.20 per 100 gross kilos
Hams and shoulders sugar-cured or otherwise ¹³	24.00 per 100 gross kilos
Jerked beef	16.00 per 100 gross kilos
Bacon	
(If in ordinary boxes, tierces or cans, 12% allowance; other containers of wood, glass or tin 35% tax allowance)	26.80 per kilo
Margarine, etc.	
(Same tax allowance)	40 c per kilo
Cheese	
(If in single containers 10% tax; if in two or more 15% tax)	\$9.60 per 100 gross kilos plus ad valorem duty of 6%.

⁹Tare allowance 12 per cent. ¹⁰Tare allowance 8 per cent.

The Cuban vice fee, mention of which was made in THE NATIONAL PROVISIONER of January 31, page 47, became effective January 30, 1931.

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Provision and Lard Markets

WEEKLY REVIEW

Prices Steadier—Some Improvement in Tone—Hog Movement Fair—Hog Prices Steadier—More Confidence Indicated.

Cheerful news from Wall st., the advances in the grain and the cotton markets, and evidence of a little more confidence in the business world generally has resulted in some improvement in the provision market. The gains have not been important, but there is evidence of less apprehension and the situation is showing some evidence of improvement.

The volume of trade has not been very large and this has been somewhat of a drawback, but the fact that buyers are not quite as apprehensive is a helpful factor. The general situation is somewhat reassuring. There is a little buying by commission houses, but speculative support is still lacking.

Reports indicate rather moderate demand at retail points, although such reports are not serious enough to affect the situation adversely. On the other hand, they are not yet good enough to be a supporting factor.

There seems to be evidence of a disposition to believe that the improvement in the stock market is reflecting more confidence. In January the gain in the value of the security listed on the New York Stock Exchange was \$3,000,000,000. The further gain in value in February and the gain in value of securities not listed on the New York Stock Exchange has meant a gain in values of all securities of the country of possibly \$8,000,000,000 to \$10,000,000,000 from the low point. This has much increased credit and confidence.

Export Business Slow.

The export interest in products is still slow. Exports for January were less than last year, not only in meats but in lard. This is not regarded as serious, however, but as still reflecting the apprehension abroad as to price, and also the pressure of substitutes on lard and the pressure in the British markets of the continental supplies of hog products.

Any change for more confidence in America would undoubtedly have considerable influence in the foreign situation. The position, to a certain extent, seems to be one in which the buyer of all commodities has been saying that if the seller did not have any confidence in his own goods why should the buyer pay more than he had to.

The feed situation continues favorable so far as the relative position of feeds compared with livestock is concerned. With corn, which appears to be about the highest priced feedstuff, the ratio is fairly satisfactory, but with the other feed grains and feedstuffs the position is still more favorable. This situation is reflected in the weights of all livestock. Receipts are quite good.

Meat Shipment Smaller.

Last week the cattle receipts at Chicago was 324,000 against 374,000 last year. The weights were well maintained. Receipts of hogs at leading points were 673,000 against 680,000 last year. Since November 1 the hog receipts were 8,614,000 at western points against 9,161,000 last year.

Packing at Chicago for the season has been 2,492,000 against 2,471,000 last year. The shipments of products from Chicago have been fairly well maintained, although the movement of meats the past week was quite disappointing, decreasing nearly 9,000,000 lbs. of cut meats and 6,000,000 lbs. of fresh meats. Shipments since November 1 has fallen off quite sharply, with a loss in cut meats since November 1 of 108,000,000 lbs., and a loss in lard of 28,000,000 lbs.

PORK—A fair trade was reported in the East, and the market ruled steady. Mess at New York was quoted at

\$28.50; family, \$27.50; fat backs, \$18.50 to \$22.00.

LARD—Domestic cash trade was reported fair, but export interest was quiet. At New York, prime western was quoted at \$8.70@8.90; middle western, \$8.55@8.65; city, 8½c; refined continent, 9½c; South America, 9½c; Brazil kegs, 10%; compound, car lots, 9½c; smaller lots, 10c. At Chicago, regular lard in round lots was quoted at 5c under March; loose lard, 8½c under March; leaf lard, \$1.15 under March.

See page 41 for later markets.

BEEF—Demand was fair at New York and the market ruled steady. Mess was nominal; packet, \$15.00@16.00; family, \$17.00@18.00; extra India mess, \$34.00@36.00; No. 1 canned corned beef, \$3.25; No. 2, 5.50c; 6 lbs. South America, \$16.75; pickled tongues, \$7.00@7.50 per barrel.

Hog Cost Is Exceeding Cut-Out Value

Some strength in the fresh pork market during the early days of the week was reflected quickly in the live hog market and prices were higher, but by Thursday weakness was evident in both markets and prices dropped.

Receipts at the principal markets were somewhat heavier than those of the previous week with larger numbers of unfinished light hogs evident in the supplies. These moved at a sharp differential under the same weights showing good finish.

Product prices are low, in some cases the lowest in years, and packers are not buying all of their hogs in line with the current product market. Prices are kept up by a demand to fill orders for certain cuts with little thought of the accumulations taking place in other cuts.

Considerable quantities of loins have gone directly from the cutting floor to the freezer, price concessions have been made and current fresh supplies have been cleared, with the market in the early part of the week showing some strength.

The bulk of such difficulty as exists would seem to be attributable to the fact that packers are not buying their

hogs in line with what prices of product actually are rather than what they think they should be. If they have been following trends outside of their individual businesses it has been pretty evident to them that a low point would be reached by the middle of February, believed by many close observers to be so low that any further trend downward might mean reaching up to touch bottom.

With such a situation in view, it is not logical that they should find any particular disturbance in the fact that the situation has actually arrived and must be lived with for the time being.

The lack of logic is in the fact that they continue to pay a price for raw material over and above its value to them.

Four average weights of hogs show a cut-out loss this week ranging from 93c a head on the lightest average to \$2.59 on next to the heaviest, with hogs priced at a fair average, touching neither the top nor the bottom of the market.

Keep a close check on your hog test, Mr. Packer, using your own costs, yields and credits, and be sure you are cutting full value out of your hogs, or buy them so this is possible.

	100 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$2.25	\$1.73	\$1.62	\$1.50
Picnics	.50	.45	.41	.38
Boston butts	.48	.48	.48	.48
Pork loins (blade in)	1.21	1.10	.96	.84
Bellies, light	1.79	1.60	.74	.28
Bellies, heavy	...	...	.54	.95
Fat backs	...	.08	.28	.41
Plates and jowls	.10	.11	.14	.17
Raw leaf	.13	.15	.15	.15
P. S. lard, rend. wt.	.06	1.07	.96	.80
Spare ribs	.08	.07	.07	.07
Regular trimmings	.11	.11	.11	.11
Rough feet	.08	.08	.08	.08
Tails	.02	.01	.01	.01
Neck bones	.04	.03	.03	.03
Total cutting value (per 100 lbs. live wt.)	\$7.70	\$7.02	\$6.53	\$6.39
Total cutting yield	66.00%	68.00%	70.00%	71.00%
Crediting edible and inedible offal to the above total cutting value and deducting from the sum the live cost of hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$.55	\$1.00	\$1.09	\$.58
Loss per hog	\$.98	\$2.00	\$2.59	\$1.67



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NEW ZEALAND FROZEN MEAT.

Large increases are reported in the export of frozen meat from New Zealand during October and November compared with the same months a year ago. The export of beef quarters totaled 20,887, compared with 2,134 last year; mutton 479,250 carcasses, compared with 138,579 in the same months of 1929; lamb, 312,915, compared with 147,868 in the earlier period; and pork carcasses 20,796 in the two months of 1930, compared with 15,738 in October and November, 1929.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended February 7, 1931:

	Week ended	Prev. week,	Cor. week,
West. drsd. meats:			
Feb. 7.			1930.
Steers, carcasses	2,174	2,087	2,084
Cows, carcasses	642	676	1,020
Bulls, carcasses	54	233	249
Veals, carcasses	2,041	1,364	1,824
Lambs, carcasses	13,523	12,072	11,479
Mutton, carcasses	876	830	1,880
Pork, lbs.	580,874	615,315	572,452
Local slaughters:			
Cattle	1,484	1,400	1,196
Calves	2,140	2,111	1,944
Sheep	4,930	5,409	16,062
Hogs	15,616	17,500	4,153

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended February 7, 1931, with comparisons:

	Week ended	Prev. week,	Cor. week,
West. drsd. meats:			
Feb. 7.			1930.
Steers, carcasses	2,345	2,213	2,301
Cows, carcasses	1,765	1,883	2,057
Bulls, carcasses	62	45	704
Veals, carcasses	1,534	1,005	1,408
Lambs, carcasses	18,724	18,865	19,493
Mutton, carcasses	523	542	918
Pork, lbs.	535,493	599,475	704,076

CUT YOUR GRINDING COSTS



STEDMAN'S Type "A" Hammer Mills are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for bulletin 301.

STEDMAN'S FOUNDRY & MACHINE WORKS
AURORA, INDIANA, U.S.A. FOUNDED 1834

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Feb. 11, 1931.—Local ground tankage has been selling at prices ranging from \$2.50 and 10c to \$2.75 and 10c basis f.o.b. New York. Underground tankage has been selling around \$2.25 and 10c to \$2.35 and 10c f.o.b. local shipping points with ample stocks on hand.

Dried blood has sold this week at prices ranging from \$2.65 to \$2.75, depending on the grade, basis f.o.b. New York and stocks of this material are not quite as heavy as they were last week. South American ground dried blood is offered at about \$3.00 per unit c.i.f. United States ports with rather a limited amount of buying interest.

Quite some business has been done in underground cracklings at lower prices than have prevail'd for some time and it seems to be hard to keep stocks from accumulating.

Sulphate of ammonia is being held at higher prices by one of the largest sellers but resale lots are offered at concessions with a limited amount of buying being done.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Feb. 7, 1931, with comparisons:

	Week ended	Prev. week,	Cor. week,
West. drsd. meats:			
Feb. 7.			1930.
Steers, carcasses	9,537 1/2	6,594	7,787 1/2
Cows, carcasses	1,005 1/2	1,322	1,113
Bulls, carcasses	228	251	256
Veals, carcasses	10,972	8,912	12,866
Lambs, carcasses	33,763	28,905	20,151
Mutton, carcasses	2,264	2,704	4,603
Beef cuts, lbs.	270,671	380,999	464,715
Pork, lbs.	525,243	3,177,650	2,799,178
Local slaughters:			
Cattle	8,194	8,400	9,219
Calves	14,209	12,741	13,587
Hogs	47,121	44,271	55,510
Sheep	67,512	71,001	61,639

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended February 7, 1931:

HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

	Week ended	31 to		
	Feb. 7.	Feb. 8.	Jan. 31.	Feb. 7.
Total	663	838	302	3,345
To Belgium	10	10	10	10
United Kingdom	591	666	278	3,068
Other Europe	93	483	82	842
Cuba	37	5	6	61
Other countries	25	167	18	191

BACON, INCLUDING CUMBERLANDS.

	Total	2,535	2,096	1,304	9,184
To Germany	4,885	5,545	3,436	10,204	
Netherlands	827	1	1,147	3,976	
United Kingdom	5,241	5,150	9,561	23,368	
Other Europe	93	892	1,349	4,485	
Cuba	12	30	3	8,476	
Other countries	22	79	498	596	

LARD.

	Total	15,175	14,592	18,057	77,886
To Germany	4,885	5,545	3,436	10,204	
Netherlands	827	1	1,147	3,976	
United Kingdom	5,241	5,150	9,561	23,368	
Other Europe	93	892	1,349	4,485	
Cuba	12	30	3	8,476	
Other countries	1,067	1,883	1,347	8,287	

PICKLED PORK.

	Total	242	196	57	1,021
To United Kingdom	20	7	20	96	
Other Europe	1	43	4	33	
Canada	161	138	24	726	
Other countries	60	8	9	166	

TOTAL EXPORTS BY PORTS.

Week ended February 7, 1931.

Hams and shoulders, Bacon, Lard, Pickled pork, M. lbs. M. lbs. M. lbs. M. lbs.

	Total	663	2,535	15,175	242
Boston	11	6	300	50	
Detroit	574	446	1,122	31	
Port Huron	17	484	420	130	
Key West	1	1,299	5		
New Orleans	51	31	2,130	22	
New York	10	1,568	9,882	13	
Philadelphia	1,067	1,883	1,347	22	

DESTINATION OF EXPORTS.

Hams and shoulders, Bacon, M. lbs. M. lbs. M. lbs. M. lbs.

	Exported to:	United Kingdom (total)	591	2,408
Liverpool		389	2,016	
London		118	128	
Glasgow		76	235	
Other United Kingdom		8	9	

Exported to:
Germany (total) 4,885 4,885

Hamburg 4,885 4,885

Lard.

M. lbs.

574 574

Port Huron 1,122 1,122

Key West 1 1

New Orleans 2,130 2,130

New York 9,882 9,882

Philadelphia 22 22

Total 15,175 15,175

242 242

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Feb. 12, 1931, show exports from that country were as follows: To England, 91,382 quarters.

Exports of the previous week were as follows: To England, 80,724 quarters.

To the Continent, 8,336 quarters.

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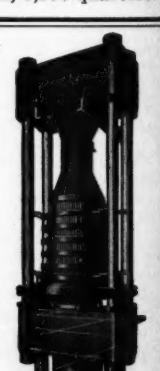
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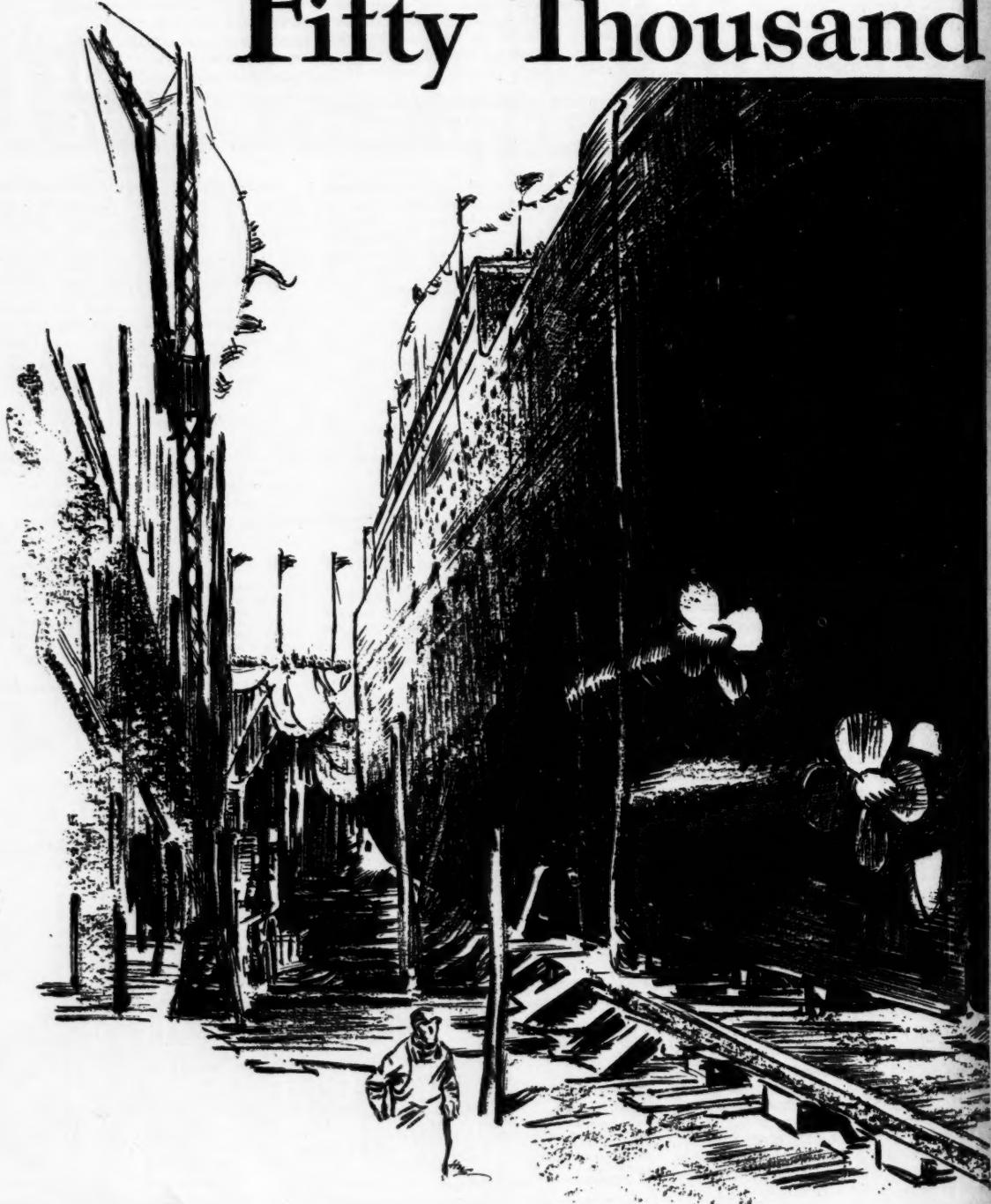
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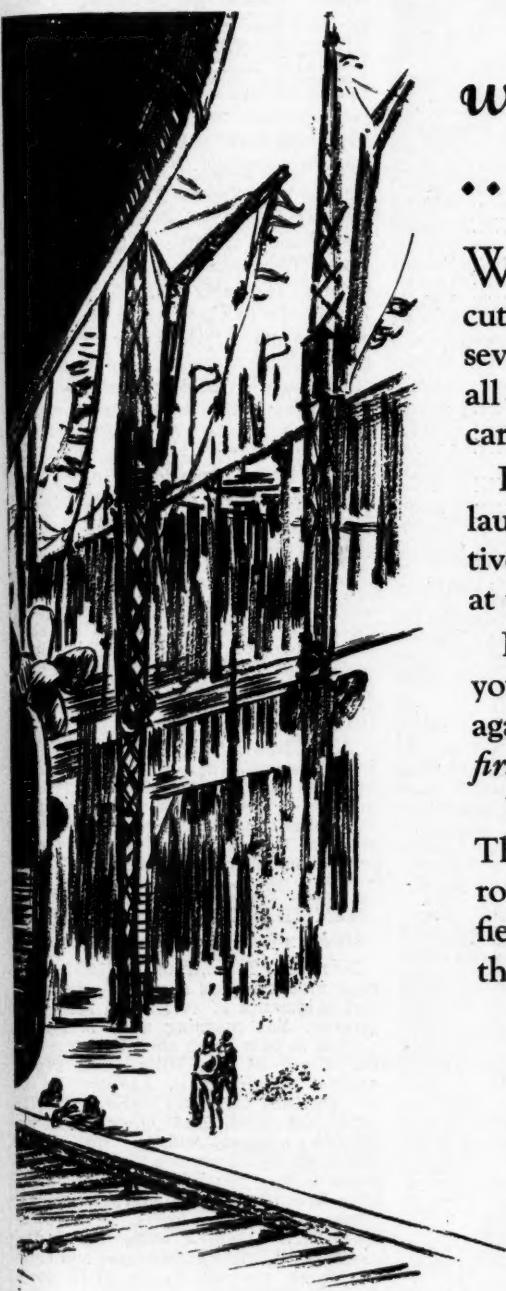


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Business Papers will carry it there. They provide the shortest, quickest route direct to the first buyers in your field, whether they are located along the avenues of trade or of production.

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BUSINESS PAPERS, INC.

AVENUE—NEW YORK CITY

A. B. P. blication in the Meat Packing and Allied Industries

Production, Movement and Stocks of Fats and Oils

The U. S. Department of Commerce announces that the factory production of fats and oils (exclusive of refined oil and derivatives) during the three-month period ended December 31, 1930, was as follows: Vegetable oils, 1,033,813,580 pounds; fish oils, 27,814,528 pounds; animal fats, 515,598,363 pounds; and greases, 88,509,932 pounds; a total of 1,635,736,403 pounds. Of the several kinds of fats and oils covered by this inquiry, the greatest production, 725,462,965 pounds appears for cottonseed oil. Next in order is lard with 338,936,388 pounds; linseed oil with 131,256,804 pounds; tallow with 125,337,778 pounds; cocoanut oil with 90,921,026 pounds; and corn oil with 26,166,566 pounds.

The production of refined oils during the period was as follows: Cottonseed, 636,407,386 pounds; cocoanut, 76,611,919 pounds; peanut, 2,001,988 pounds; corn, 25,481,770 pounds; soya-bean, 2,367,591 pounds; and palm-kernel, 4,398,658 pounds. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

The data for the factory production, factory consumption, imports, exports and factory and warehouse stocks of fats and oils and for the raw materials used in the production of vegetable oils for the three-month period appear in the following statement:

(In some cases, where products were made by a continuous process, the intermediate products were not reported.)

IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED DECEMBER 31, 1930.

	Lbs.
Animal oils and fats, edible	663,615
Whale oil	388,575
Cod oil	3,561,484
Cod-liver oil	5,736,191
Other fish oils	8,401,763
Tallow	118,588
Wool grease	1,088,894
Grease and oils, n.e.s. (value)	\$15,246
Stearine and fatty acids	1,797,477
Olive oil, edible	18,056,011
Peanut oil	169,226
Other edible vegetable oils	5,868,423
	23,630,139
Cocoanut	94,552,006
Sulphur oil or olive foots	10,594,619
Other olive oil, inedible	1,497,782
Palm oil	91,151,712
Palm-kernel oil	7,214,738
Sesame oil	25,481
Vegetable wax	453,455
Carnauba wax	2,291,907
Rape (colza) oil	3,987,585
Linseed oil	16,752
Soya-bean oil	1,679,675
Other expressed oils	479,423
Glycerin crude	3,258,466
Glycerin, refined	1,307,101

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

IMPORTS OF OIL SEEDS, QUARTER ENDED DECEMBER 31, 1930.

EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED DECEMBER 31, 1930.

EXPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED DECEMBER 31, 1930.

RAW MATERIALS USED IN THE MANUFACTURE OF VEGETABLE OILS.

VEGETABLE OILS.

ANIMAL FATS.

GREASES.

OTHER PRODUCTS.

Lard compounds and other lard substitutes	331,412,492	26,672,374
Hydrogenated oils	104,887,718	23,298,070
Stearin, vegetable	3,677,923	2,103,826
Stearin, animal, edible	13,457,907	3,101,068
Stearin, animal, inedible	3,233,501	7,286,961
Lard oil	26,124,276	19,686,439
Oil cake	2,050,355	3,055,945
Tallow oil	1,266,223	1,711,206
Fatty acids	33,142,289	10,975,043
Fatty acids, distilled	10,400,323	1,424,827
Red oil	7,422,586	5,768,732
Stearic acid	6,419,748	5,518,328
Glycerin, crude 80% basis	32,980,423	12,783,160
Glycerin, dynamite	13,460,752	9,160,180
Glycerin, chemically pure	19,550,975	6,829,564
Cottonseed foots, 50% basis	91,308,356	74,320,938
Cottonseed foots, distilled	20,525,277	7,318,090
Other vegetable oil foots	18,590,302	4,068,471
distilled	206,890	337,260
Acidulated soap stock	22,497,062	27,032,579
Miscellaneous soap stock	417,130	1,528,717

10c YELLOW MARGARINE TAX.

The U. S. Senate Committee on Agriculture has reported favorably on the Brigham bill to include all colored margarine under the 10-cent tax law. The House Committee on Agriculture has reported favorably on H. B. 16,836 and 16,470, one to place a 10c tax on colored margarine; the other to prohibit government agencies supported with money appropriated by Congress from purchasing butter substitutes for table use.

The tax bills, which are identical, provide for an amendment to the oleomargarine act of 1886 and provide for a tax of 10c lb. on all margarine which has a tint or shade containing more than 1.6 degrees of yellow as measured on the Lovibond scale. The original bill would have required margarine to be sold only in original stamped packages, and would have placed an additional tax of 15c lb. on imported margarine. These provisions were eliminated by both the Senate and House committees in order to simplify the measure.

The object of the proposed legislation is to prevent the use of unbleached palm oil in the manufacture of yellow margarine, although it will also apply to the use of naturally-colored oleo oils, soybean oil, cottonseed oil and other ingredients that impart a natural color.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Feb. 11, 1931.—The government report showing production and shipments of cottonseed meal was released this morning at 9 a. m. It proved to be a bomb shell that wrecked the hopes of the bulls. The report showed shipments in January to be 225,439 tons this year against 294,726 tons last year, and stock on hand 343,665 against 206,452 last year. These statistics were accepted by the trade at large as being radically bearish. Opening of the market in consequence was very weak, with prices down \$1.00 a ton. Trading during the day carried prices even lower, and close on March was \$25.35, or \$1.15 down from yesterday.

The cottonseed market declined in sympathy with the reduced prices on cottonseed meal. The market was inactive and is still following the course of mill products. It is probable that as planting is done this spring considerable seed will be released and should find its way to market.

672,374
298,070
103,888
101,088
288,991
686,439
655,945
711,206
975,043
444,827
788,752
515,328
793,160
160,185
520,504
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Vegetable Oil Markets

WEEKLY REVIEW

Trade Fairly Active—Market Steady—Crude Firm—Lard Irregular—Cash Oil Trade Moderate—Government Report Satisfactory.

There was a fairly good turnover in cotton oil futures on the New York Produce Exchange the past week, and the market, while backing and filling, displayed a very steady undertone under a lack of selling pressure, steady conditions within the market itself, and a better tone in securities and some of the other commodity markets. Speculative buying power, however, continued slow in following the upturns. As a result, the gains were moderate.

An advance of $\frac{1}{4}$ c in crude oil over a week ago had considerable influence. Lard scored a fair rally only to develop renewed heaviness later. Cash oil trade was reported moderate, although some claimed that a fairly good business had been passing of late. The Government report was construed as a standoff, but was quite satisfactory, everything considered.

Commission house operations continued mixed and without particular importance. There was considerable local buying and covering, the ring crowd running in rather generally on outside developments and a continued lack of pressure of actual oil on the market. At times, there was fair selling through houses with southern and refiners' connections. This was regarded partly as against crude purchases. There appeared to be a little selling from the west, presumably packers' hedging.

Seed Receipts Liberal.

Longs in the March delivery continued to liquidate or transfer their holdings to the later months, particularly to July and September. Refining shorts bought the March and sold the futures. A decided display of strength in cotton brought in a little outside buying power in oil, but the ring crowd were again on top of the market when lard failed to hold the recovery.

It was apparent, however, that the professionals were following the developments in the securities market very

closely, the rally in stocks being looked upon in many directions as forecasting a turn for the better in general business conditions.

Both packers and refiners were in the market for crude oil, particularly the former. With mill ideas firm, it was estimated that 100 to 200 tanks of crude sold in the Southeast and Valley at $6\frac{1}{4}$ c, while Texas recovered to $6\frac{1}{4}$ c. The upturn of $\frac{1}{4}$ c brought about some increase in crude offerings, but mills were not inclined to lower their ideas below that level. The attitude of the South was being watched closely, particularly as there was no particular pressure of seed.

Seed receipts at the mills the first six months of the present season were about 4,300,000 tons, compared with 4,298,000 tons the same time last year. The seed crushings the first six months totaled 3,725,000 tons, against 3,580,000

tons the same time last season. Production of crude oil the first half of this season totaled 1,125,463,000 lbs., against 1,106,473,000 lbs. in the same time last season. The production of refined oil the first six months was 916,390,000 lbs., against 891,239,000 lbs. the same time the previous season.

Consumption Holds Up Well.

Consumption of refined oil during the month of January was about 295,000 bbls. compared with 325,000 bbls. in January last year, 316,000 bbls. two years ago and 267,000 bbls. three years ago. The consumption was about the average expectation with some looking for 250,000 to 280,000 bbls. and others predicting 305,000 to 325,000 bbls. The consumption for the first half of the year was about 1,890,000 bbls., compared with 1,911,000 bbls. the same time the previous season, showing little or no falling off in distribution for the six months.

The visible supply at the beginning of February was 1,868,000 bbls., against 1,993,000 bbls. the same time last year, 2,322,000 bbls. two years ago, and 2,298,000 bbls. three years ago. The visible decrease during January was 140,000 bbls., compared with a decrease of 127,000 bbls. the same month last year, a decrease of 34,000 bbls. two years ago, and a decrease of 67,000 bbls. three years ago.

COCOANUT OIL—There was very little consuming interest in evidence, and the market was a quiet affair. Offerings were liberal at times and the tone was barely steady. At New York, tanks were quoted at $4\frac{1}{2}$ c; bulk oil, $4\frac{1}{2}$ c. Pacific Coast tanks were quoted at $4\frac{1}{2}$ c to $4\frac{1}{4}$ c.

CORN OIL—While consuming demand was limited, there was no pressure from producers, and prices ruled very steady at $7\frac{1}{4}$ c to $7\frac{3}{4}$ c f.o.b. mills.

SOYA BEAN OIL—There was little or no feature in this quarter. Demand was slow and the market nominally unchanged. New York tanks were quoted at $6\frac{1}{2}$ c to $6\frac{3}{4}$ c; domestic f.o.b. western mills, $6\frac{1}{2}$ c to $6\frac{3}{4}$ c.

PALM OIL—Routine conditions prevailed in this quarter, with little or no business passing. Consumer demand for the immediate future has apparently been taken care of, and the trade

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 12, 1931.—There were liberal sales of crude made during the week at $6\frac{1}{4}$ c for Texas and $6\frac{1}{2}$ c for Valley. These were followed by weakness and $\frac{1}{4}$ c lower prices as lard declined. Bleachable is steady at $7\frac{1}{4}$ c lb. loose, New Orleans. Demand is moderate. March contracts at New Orleans are being switched to July at 23 points premium. There is very little hedging against current purchases.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 12, 1931.—Crude cottonseed oil sold this week at $6\frac{1}{2}$ c to $6\frac{1}{4}$ c; forty-one per cent protein cottonseed meal, \$25.00 to \$26.00; loose cottonseed hulls, \$9.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 12, 1931.—Prime cotton seed f.o.b. cars north and east Texas, \$25.00; west Texas, \$23.00 to \$25.00; prime cottonseed oil, $6\frac{1}{4}$ c; forty-three per cent meal, \$27.00; hulls, \$10.00; mill run linters, $1\frac{1}{2}$ c to $2\frac{1}{4}$ c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

generally is in an awaiting position. At New York, spot Nigre was quoted at 4% @ 4%; shipment Nigre, 4.15c; spot Lagos, 5 1/4c; shipment Lagos, 4.55c; 12 1/2 per cent acid oil, 4 1/4c; 20 per cent acid, 4.45c; and 25 per cent acid, 4.40c.

PALM KERNEL OIL—Trade was rather inactive, but prices were fairly steady. Tanks at New York were quoted at 5 1/4c; bulk oil, 4.80c.

OLIVE OIL FOOTS—Offerings from abroad were limited, and served to offset slow consumer demand here. As a result, the situation was steady. Spot foots at New York were quoted at 6 1/4 @ 6 1/4c; shipment foots, at 6c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Demand for store oil was moderate, but there was no pressure of offerings and a steady tone prevailed. Southeast and Valley crude, 6 1/4c last sales, and nominal at that level; Texas, 6 1/4c nominal.

COTTONSEED OIL—Market transactions at New York:

Friday, February 6, 1931.

—Range—Closing—

	Sales.	High.	Low.	Bid.	Asked.
Spot		725	a	774	
Feb.		700	a		
Mar.	2	735	735	737	a 740
April		745	a	754	
May		752	a	755	
June		752	a	765	
July		762	a	765	
Aug.		765	a	775	
Sept.		771	a	774	

Sales, including switches, 5 contracts. Southeast crude, 6 1/4c nominal.

Saturday, February 7, 1931.

	Sales.	High.	Low.	Bid.	Asked.
Spot		725	a	774	
Feb.		700	a		
Mar.	4	740	740	740	a
April		747	a	755	
May	1	753	753	753	a 755
June		755	a	765	
July	6	765	763	763	a 765
Aug.		765	a	775	
Sept.		773	a	775	

Sales, including switches, 11 contracts.

The Procter & Gamble Co.

refiners of all grades of

COTTONSEED
▼ OIL ▼

PURITAN—Winter Pressed Salad Oil

BOREAS—Prime Winter Yellow

VENUS—Prime Summer White

STERLING—Prime Summer Yellow

WHITE CLOVER—Cooking Oil

MARIGOLD—Cooking Oil

JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines
(58°-60° tire)

COCOANUT OIL

MOONSTAR—Cocoanut Oil

P & G SPECIAL—(hardened) Cocoanut Oil

General Offices, Cincinnati, Ohio

Cable Address: "Procter"

THE NATIONAL PROVISIONER

February 14, 1931.

PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for six months ended January 31, 1931, compared with a year ago, as reported by the U. S. Census Bureau:

COTTONSEED RECEIVED, CRUSHED AND ON HAND (Tons).

	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Jan. 31, 1931	1930	Aug. 1 to Jan. 31, 1931	1930	Jan. 31, 1931	1930
United States	4,296,928	4,297,500	3,725,113	3,579,957	620,231	757,374
Alabama	361,778	260,874	314,548	236,785	46,897	25,280
Arizona	62,142	58,342	50,085	53,173	5,872	5,872
Arkansas	246,490	359,231	212,117	288,989	37,793	108,398
California	114,201	108,201	76,296	67,793	46,105	40,521
Georgia	557,473	546,644	511,330	333,018	46,872	47,774
Louisiana	197,682	200,224	174,740	182,228	23,612	32,776
Mississippi	538,652	684,120	449,739	498,308	98,888	101,504
North Carolina	251,905	205,243	222,853	183,756	29,506	21,938
Oklahoma	245,149	337,461	213,499	277,753	33,932	63,563
South Carolina	220,244	150,463	207,594	142,611	12,944	8,445
Tennessee	232,026	291,144	208,396	223,875	46,225	65,845
Texas	1,189,222	1,185,572	1,029,176	1,033,940	176,749	171,747
All other states	63,493	66,534	53,800	58,288	9,695	8,376

*Includes seed destroyed at mills but not 45,434 tons and 41,006 tons on hand Aug. 1, nor 48,125 tons and 54,776 tons reshaped for 1931 and 1930 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	Season	On hand	Produced Aug. 1		Shipped out	
			Aug. 1 to Jan. 31, 1931	Jan. 31, 1931	Aug. 1 to Jan. 31, 1931	On hand Jan. 31, 1931
Crude oil (pounds)	1930-31	*7,893,937	1,125,462,886	1,047,106,540	*127,739,441	
Refined oil (pounds)	1929-30	19,181,886	1,106,472,748	1,039,583,615	126,604,977	
	1930-31	*301,606,062	*916,389,780			*461,775,884
Cake and meal (tons)	1929-30	338,619,933	801,239,085			465,433,221
Hulls (tons)	1930-31	55,362	1,085,778			345,665
Linters (Running bales)	1929-30	76,667	1,500,901			206,432
Hull fiber (500-lb. bales)	1930-31	28,495	1,032,086			153,862
Grabbots, mottes, etc. (500-lb. bales)	1930-31	63,917	944,558			130,945
	1929-30	135,220	647,089			346,855
	1930-31	70,854	737,719			263,969
	1929-30	2,659	35,416			7,088
	1930-31	1,848	42,788			2,710
	1929-30	12,776	25,618			22,624
	1930-31	8,453	30,853			20,045

*Includes 1,932,000 and 14,868,838 lbs. held by refining and manufacturing establishments and 3,558,420 and 32,113,790 lbs. in transit to refiners and consumers August 1, 1930, and January 31, 1931, respectively.

Includes 6,088,528 and 4,336,148 lbs. held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 5,919,817 and 3,927,604 lbs. in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1930, and January 31, 1931, respectively.

**Produced from 906,744,013 lbs. of crude oil.

tracts. Southeast crude, 6 1/4c nominal.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Feb. 12, 1931, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

Shortening.

	Per lb.
North and Northeast:	
Carlots, 26,000 lbs.	210
2,500 lbs. and up.	210 1/4
Less than 3,500 lbs.	210 1/2
Southeast:	
3,500 lbs.	210 9/16
Less than 3,500 lbs.	210 1/2
Southwest:	
Carlots, 26,000 lbs.	210 9/16
10,000 lbs. and up.	210 9/16
Less than 10,000 lbs.	210 1/2

Salad Oil.

	Per lb.
North and Northeast:	
Carlots, 26,000 lbs.	210
5 bbls. and up.	210 1/4
1 to 4 bbls.	210 1/2
South:	
Carlots, 26,000 lbs.	210 9/16
Less than carlots.	210 10/11

Cooking Oil—White.

	Per lb. less than salad oil.
Cooking Oil—Yellow.	210 1/2

1/2 per lb. less than salad oil.

bleach in vacuum, and such is indeed a commendable practice.

DEODORIZING.

Clean yellow or white cottonseed oil contains the natural flavors and odors of the cottonseed, plus any added flavors and odors induced by milling, neutralizing and bleaching or hydrogenating.

Fortunately these flavors and odors are amenable to steam distillation at high temperatures, and the application of this principle of elimination has long been known as deodorizing.

A simple, crude method of deodorization is to blow live steam, under pressure, through oil in an ordinary cylindrical treating tank provided with heating coils, and with an outlet connection at the top whereby the steam and distilled vapors are blown away. When using 125 lbs. steam pressure in the heating coils, which is the maximum available at most plants, a final

absolutely vacuum-tight treating tank, and the continued maintenance of the highest practical vacuum throughout all operations, not only to assist distillation by lowering the boiling point of the elements to be eliminated, and assisting these elements out by a tremendous pulling effect, but to accomplish complete exclusion of air and oxygen in order to minimize oxidation of the oil, which as already noted, leads to early rancidity in product and is against the best keeping quality.

Nor is 345° F. a suitable deodorizing temperature, even under high vacuum, for cottonseed oil and allied products. Some means of heating, whereby temperatures up to 450° F. may be achieved very quickly, is recommended.

Steam in closed coils cannot produce such temperatures even at very high pressures. If superheated open steam be used (and this is recommended), it requires too long a steaming time to bring the oil up to the desired temperature, when only saturated steam

cess. Previous efforts of this character have been unsuccessful.

OPERATION.

The oil is pumped from the filter press, after bleaching, into the vacuum tight deodorizing tank, which is fitted with heating coils and an open steam distributing assembly, and is connected through an opening in the center top with a condensing system for removal of the steam and vapors, and with a vacuum system for maintaining the highest vacuum practicable.

The oil should be heated up as rapidly as possible and superheated open steam turned in (about 550° F.), and deodorizing continued until a sample taken through a special vacuum sampling device shows that the oil is completely deodorized.

Heat is then cut off the coils, open steam is cut off, and the oil is either dropped into a vacuum cooling tank and cooled by circulation of water through the coils until it is reduced to 110° F., or it may be pumped through a cooling coil or a heat exchanger, whereby such reduction in temperature is achieved. After this the oil should be pumped through a final "finishing" filter press, which should be equipped with filter paper as well as with 12 oz. duck cloth, whereby the last trace of impurities are removed.

The oil is now ready to be loaded into tank cars, or barrels, as a good delivery of Deodorized Prime Summer White Cottonseed Oil, or it may be mixed into margarine, shortening or sold as cooking oil in any style of package.

The next installment of this series will take up the manufacture of vegetable shortening and compound.

MAYONNAISE SURVEY BEGUN.

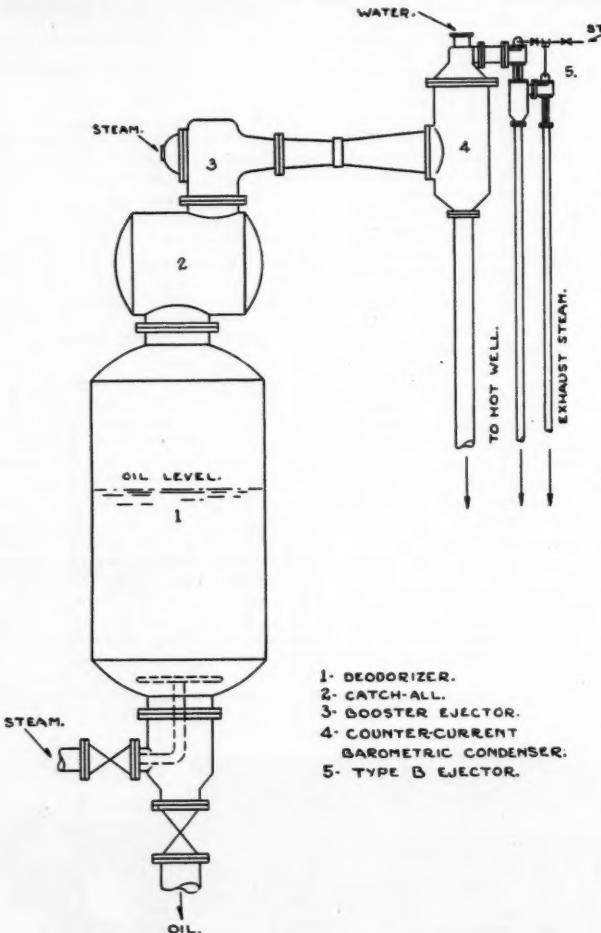
Information on the production and distribution of mayonnaise, salad dressings, spreads and other allied products during 1930 is being collected by the U. S. Department of Commerce. This survey is along the general lines of similar previous censuses for 1928 and 1929.

It covers total production for each line; percentage of 1930 output sold under the firm's own brand, under buyers' labels, or unlabeled; distribution channels, i. e., percentage sold direct to retailers through the firm's wagons or wagon distributors or in other ways, direct to wholesale grocers, direct to chain stores, or in other named ways; and proportion of output packed in containers of various sizes.

This survey will differ from previous ones in that the department is making a breakdown of sales by months, and an estimate of the percentage of wagon sales direct to retailers which went to chain and independent outlets.

COTTONSEED PRODUCTS CONVENTION.

National Cottonseed Products Association's thirty-fifth annual convention will be held in New Orleans, May 18, 19 and 20. These dates and place of meeting were decided on at a joint meeting of the executive committee and the board of directors held in New Orleans on January 15. A meeting of the rules committee of the organization will be held May 15 and 16.



TYPICAL VACUUM DEODORIZING EQUIPMENT.

This sketch shows the layout and arrangement of the equipment used to deodorize vegetable oil when a very high vacuum is required.

temperature of 345° F. at ordinary atmospheric pressure is possible. And, while this certainly eliminates some odors, over a deodorizing period of 5 to 7 hours its effect is quite limited, and it is antiquated practice.

Best Modern Practice.
Best practice involves the use of an

at 125 lbs. pressure is available.

The use of the Merrill system of industrial heating is especially recommended for this purpose.

As this article is being written, a newly devised system of continuous deodorizing is in a state of development, which appears to have possibilities. However, it is too early at this time to forecast suc-

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were irregular the latter part of the week due to less pressure on lard, but demand was only moderate and scattered. The tone was about steady. Hog run is fair. Cash trade is moderate.

Cottonseed Oil.

Cotton oil is fairly active and steady with trade mixed. There has been further switching from March to September at 40 points. Cash trade is moderate; crude, firm; southeast Valley, 6 1/4c sales; Texas, 6 1/4c nominal. Hedge pressure remains light; sentiment very mixed.

Quotations on cottonseed oil at New York Friday noon were:

Feb., \$7.35 bid; March, \$7.45@7.47; Apr., \$7.54@7.64; May, \$7.61@7.65; June, \$7.65@7.73; July, \$7.72@7.74; Aug., \$7.80@7.85; Sept., \$7.85@7.87.

Tallow.

Tallow, extra, 3 1/4c.

Stearine.

Stearine, 7 1/2c.

FRIDAY'S GENERAL MARKETS.

New York, Feb. 13, 1931. — Lard, prime western, \$8.50@8.60; middle western, \$8.35@8.45; city, 8 1/4c; refined continent, 8 1/4c; South American, 9 1/4c; Brazil kegs, 10 1/4c; compound, 9 1/4c@10c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Feb. 13, 1931.—General market dull and weak; demand very poor for A. C. hams and picnics; no demand for square shoulders; pure lard in fair demand.

Friday's prices were as follows: Hams, American cut, 72s; hams, long cut, 72s; shoulders, square, 74s; short backs, 68s; bellies, clear, 56s; Canadian, none; Cumberlands, 66s; Wiltshires, none; spot lard, 45s 6d.

EUROPEAN PROVISION CABLES.

Cable dispatches to the U. S. Department of Commerce for the week ended Feb. 7, 1931, indicate that demand was poor on the Hamburg market. However, demand was improving slightly for refined lard. Prices were decreasing on the average of \$1.00 for fatbacks. Receipts of lard for the week were 1,876 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 78,600, at a top Berlin price of 11.90c a pound, compared with 77,000, at 17.09c a pound, for the same week of last year.

The Rotterdam market shows little alteration. Demand for animal fats poor. Prices for oleo products, premier jus and refined lard decreasing. Vegetable oil prices remain about the same.

The market at Liverpool shows little alteration. Consumptive demand was poor. Sellers were willing to meet buyers.

The total of pigs bought in Ireland for bacon curing was 21,000 for the

week, as compared with 19,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ended February 6, 1931, was 127,000, as compared with 89,000 for the corresponding week of last year.

MEAT IMPORTS AT NEW YORK.

Imports of meats and products at New York, week ended Feb. 7, 1931:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef	2,562 lbs.	
Argentina—Oleo stearine	10,353 lbs.	
Argentina—Beef hams	30,532 lbs.	
Canada—Cured pork cuts	1,222 lbs.	
Canada—Smoked pork	17,222 lbs.	
Canada—Dried bacon	214 lbs.	
Canada—Sausage	426 lbs.	
England—Canned meats	80 lbs.	
England—Smoked bacon	168 lbs.	
France—Meat products	253 lbs.	
Germany—Sausage	10,075 lbs.	
Germany—Bacon	333 lbs.	
Germany—Smoked hams	1,243 lbs.	
Germany—Meat products	6,960 lbs.	
Holland—Smoked hams	5,595 lbs.	
Holland—Canned meats	532 lbs.	
Hungary—Cooked beef	220 lbs.	
Hungary—Sausage	660 lbs.	
Italy—Sausage	775 lbs.	
Italy—Hams	3,304 lbs.	
Switzerland—Bouillon cubes	664 lbs.	
Switzerland—Soup tablets	616 lbs.	
Uruguay—Beef extract	35,056 lbs.	

BRITISH PROVISION IMPORTS.

Imports of provisions into Liverpool during January, 1931, as reported by the Liverpool Provision Trade Association:

	January, 1931.
Bacon, including shoulders, lbs.	2,596,384
Hams, lbs.	3,189,760
Lard, tons	1,666

The approximate weekly consumption ex-Liverpool stocks for the months given is reported as follows:

	Bacon, lbs.	Ham, lbs.	Lard, tons.
January, 1931	396,608	630,784	481
December, 1930	335,760	1,005,008	421
January, 1930	1,516,928	914,176	444

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Feb. 1, to Feb. 11, 1931, totaled 13,683-759 lbs.; tallow, none; greases, 499,200 lbs.; stearine, none.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Feb. 7, 1931, amounted to 8,138 metric tons, compared with 7,507 metric tons last week, and 4,873 metric tons the same week a year ago.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Feb. 12, 1931:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	\$15.00@18.50		\$15.50@18.50	
Good	13.50@15.00		14.00@16.00	
Medium	12.00@13.50			
STEERS (550-700 lbs.):				
Choice	14.50@18.50			
Good	12.50@15.00			
STEERS (700 lbs. up):				
Choice	14.50@17.00	16.00@17.50	15.00@17.50	17.00@18.00
Good	12.50@14.50	13.50@15.50	13.00@15.00	13.50@16.00
STEERS (500 lbs. up):				
Medium	11.50@12.50	12.50@14.00	11.50@13.00	11.00@13.00
Common	10.50@11.50	11.50@12.50		
COWS:				
Good	10.00@11.50	10.00@11.00	9.50@12.00	11.00@12.00
Medium	9.00@10.00	9.00@10.00	9.00@10.50	10.00@11.00
Common	8.00@ 9.00	8.00@ 9.00	8.50@ 9.50	9.00@10.00
FRESH VEAL AND CALF CARCASSES:				
VEAL (2):				
Choice	15.00@17.00	17.00@19.00	19.00@22.00	16.00@17.00
Good	13.50@15.00	15.00@17.00	16.00@19.00	14.00@15.00
Medium	12.00@13.50	13.00@15.00	13.00@16.00	12.00@14.00
CALF (2) (3):				
Choice	13.00@14.00			
Good	12.00@13.00	13.00@14.00	14.00@16.00	
Medium	11.00@12.00	12.00@13.00	12.00@14.00	
Common	10.00@11.00	10.00@11.00	11.00@12.00	
FRESH LAMB AND MUTTON:				
LAMB (38 lbs. down):				
Choice	18.50@19.50	19.00@20.00	20.00@21.00	21.00@22.00
Good	17.50@18.50	18.00@19.00	20.00@21.00	20.00@21.00
Medium	16.00@17.50	16.00@18.00	19.00@20.00	17.00@18.00
Common	14.00@16.00	15.00@16.00	18.00@19.00	
LAMB (39-45 lbs.):				
Choice	18.50@19.50	19.00@20.00	20.00@21.00	20.00@21.00
Good	17.50@18.50	18.00@19.00	19.00@20.00	19.00@20.00
Medium	16.00@17.50	16.00@18.00	18.00@19.00	17.00@19.00
Common	14.00@16.00	15.00@16.00	17.00@19.00	
LAMB (46-55 lbs.):				
Choice	15.50@17.00	16.00@18.00	18.00@19.00	17.00@18.00
Good	13.00@15.50	15.00@17.00	17.00@18.00	16.00@17.00
MUTTON (Ewe) 70 lbs. down:				
Good	9.00@11.00	11.00@12.00	10.00@13.00	12.00@13.00
Medium	8.00@ 9.00	9.00@11.00	9.00@11.00	11.00@12.00
Common	6.00@ 8.00	8.00@ 9.00	7.00@ 9.00	9.00@10.00
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.	14.00@16.00	15.00@16.00	16.00@17.00	15.00@16.00
10-12 lbs. av.	13.50@15.50	14.50@15.50	15.00@16.50	15.00@15.50
12-15 lbs. av.	12.50@14.00	14.00@15.00	14.00@15.00	14.00@15.00
16-22 lbs. av.	12.00@12.50	12.50@13.50	13.00@14.00	13.00@13.50
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	10.00@11.00		12.50@14.00	12.00@13.00
PICNICS:				
6-8 lbs. av.		11.50@12.50		11.00@12.00
BUTTS, Boston Style:				
4-8 lbs. av.	11.50@13.50		15.00@16.00	14.00@15.00
SPARE RIBS:				
Half Sheets	8.00@10.00			
TRIMMINGS:				
Regular	7.00@ 7.50			
Lean	9.00@11.00			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

February 14, 1931.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Feb. 12, 1931.

CATTLE—Compared with a week ago: Better grade steers scaling 1,250 lbs. upward about 25c lower; all others, 25@50c off on very uneven, slow, sluggish market, which in most instances exactly mirrored unsettled condition in dressed trade and offal markets; fat cows about steady, but butcher heifers, heiferettes and heifer yearlings 25c or more higher, supply light heifer yearlings showing emphatic abridgment; bulls and vealers steady. Best weighty steers, \$11.25; yearlings, \$10.65. Comparatively little here eligible to exceed \$10.00, shippers being a factor on all cattle with weight and of value to sell at \$9.50 upward. Bulk of steer run, \$7.25@9.50, average cost being around \$8.50, lowest since 1924. Average cost of steers is now well below low point of last summer but killing quality less desirable than at that time. Most yearling heifers, \$7.00@8.00; butcher heifers, \$5.75@6.50; fat cows, \$4.50@5.50; weighty sausage bulls, \$4.25@4.50; vealers, \$8.00@9.00 on light kinds and \$10.00 to \$11.00 on shipper offerings.

HOGS—Supplies only slightly increased, slow demand having bearish influence on market. Late prices lowest of season. Compared with one week ago: Market 15c to mostly 25c lower, heavies off most; packing sows, 10@15c lower. Week's top, \$8.15; late top, \$7.95; late bulk, \$140 to 200 lbs., \$7.60@7.90; 210 to 250 lbs., \$6.75@7.50; 260 to 340 lbs., \$6.35@6.70; pigs, \$7.00@7.50, few strongweights to \$7.75; packing sows, \$5.75@6.00; smooth sorts, to \$6.25.

SHEEP—Fat lambs closed 25 to 50c higher than the recent low point a week earlier; sheep and feeding lambs strong to 25c higher; trend for the week er-

atic, with late trade under buyers' control. Lambs reached \$9.60, equal to season's high point, then dropped to \$9.15. Today's bulks: Good and choice lambs scaling 92 lbs. down, \$8.50@9.00; heavier weights, \$8.00@8.50; native bucks, \$7.00@8.00; throwouts, \$6.00@7.00; fat ewes, \$4.00@4.50; few \$4.75.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Feb. 12, 1931.

CATTLE—Further declines of 25c to mostly 50c were registered on fed steers and yearlings during the week, and present prices are at lowest point of season. The week's top reached \$10.75 on strictly choice 1,285-lb. weights, while best yearlings went at \$10.50. Most short fed arrivals cleared from \$6.50@8.50. Fed heifers are around 25c lower, and butcher cows are steady to weak. Bulls declined 25c, and vealers are steady to 50c lower, with late top at \$9.00.

HOGS—A rather erratic trade featured the hog market, and values were up and down, with closing rates somewhat lower than last Thursday. Weightier sold to best advantage, and offerings scaling from 230 lbs. down are mostly 10c lower. Weightier descriptions are about 25c under a week previous. The late top rested at \$7.50 on best 150- to 170-lb. weights. The spread in prices between lights and heavies continues to widen, and on Thursday's market choice 330-lb. butchers had to sell at \$6.20. Packing grades are 10c lower.

SHEEP—Fat lamb prices soared to new high levels for season early in week, and best woolskins reached \$9.10. Since then, however, a weaker undertone prevailed and a good share of the advance was erased. Final prices are still 25@35c over a week ago. The late

top rested at \$8.50, with most fat lambs at \$7.75@8.25. Mature classes are 25@50c higher, with fat ewes selling from \$4.25@4.75.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Feb. 12, 1931.

CATTLE—Fed steers and yearlings made up the bulk of the receipts during the week. The market on each day carried a weak to lower undertone, but with some support from shippers no sharp decline was enforced as compared with the close of last week. Closing prices are quoted around 25c lower, with extremes on light steers as much as 50c off. Heifers showed some weakness, while cows closed the week strong, with some of the better grade light cows as much as 25c higher. Vealers closed the week about steady; practical top \$8.50. The week's top price of \$11.00 was paid for choice light steers; 1,077-lb. and 1,118-lb. weighty steers earned \$10.50.

HOGS—Liberal receipts, together with only moderate slaughter demand from packers and a fair inquiry from shippers, resulted in a lower trend to values. Comparisons Thursday with Thursday show most classes 10@25c lower; packing sows steady. Thursday's top reached \$7.40; bulk 160- to 190-lb. weights, \$7.25@7.35; 190- to 225-lb. selections, \$6.85@7.25; 225 to 250 lbs., \$6.50@6.85; 250- to 290-lb. butchers, \$6.25@6.50; 290- to 340-lb. butchers, \$6.10@6.25; packing sows, \$5.50@5.85; stags, \$5.00@5.50.

SHEEP—A two-way market developed in the lamb trade, prices showing sharp advances Monday and Tuesday, but breaking Wednesday and Thursday. Comparisons Thursday with Thursday show values to be 15@25c higher. Matured sheep have been in limited numbers and are 25c higher. On Thursday, bulk of the fed wooled lambs sold \$8.00@8.25; top, \$8.50; good and choice ewes, \$3.75@4.75.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 12, 1931.

CATTLE—Compared with a week ago: Steers sold 25@50c lower; mixed yearlings and heifers steady to 25c higher, light, fat kinds showing the advance; good and choice vealers, 75c higher; other classes steady. Bulk of steers landed \$6.00@8.50, with top yearlings \$9.00 and best matured kinds \$8.85. Bulk of fat mixed yearlings and heifers scored \$7.00@8.00; most medium fleshed kinds, \$5.75@6.50; top mixed yearlings, \$9.85; best heifers, \$9.00. Top cows, reached \$6.25; bulk, \$4.00@5.00; low cutters, largely \$2.50@3.00. Vealers brought \$11.25 today; top medium bulls, \$4.50.

HOGS—Swine prices advanced early, but reacted to close weak to 15c lower for the week. Top price Thursday was \$8.10, with bulk 130 to 230 lbs., \$7.35@8.00; 240 to 300 lbs., \$6.60@7.15; sows, \$5.60@6.00.

SHEEP—Fat lambs fluctuated considerably this week, and finished steady for the Thursday to Thursday period. City butchers paid a late top of \$9.00, with bulk lambs to packers \$8.25@8.50; common throwouts, \$6.50.

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February 14, 1931.

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THE NATIONAL PROVISIONER

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Feb. 11, 1931.

CATTLE—Further declines marked cattle trade this week, values dropping 25c to 10c under low point of 1930. Shortfied steers predominated, these selling largely at \$6.50@7.75, some small lots making \$8.00@9.00. Beef cows turned mostly at \$3.50@4.50; butcher heifers, \$5.00@6.00; shortfied yearlings, up to \$8.00. Cutters dropped to a \$2.50@3.00 bulk, bulls continuing at \$3.50@4.00. Vealers worked strong to 50c higher, and closed today at \$8.50@11.00.

HOGS—Early hogs upturns have been partially erased, but prices today are still 5@10c above those of a week earlier. Better 150- to 200-lb. weights sold today at \$7.25@7.40; 200- to 240-lb. averages, \$6.75@7.25; heavier weights, \$6.25@6.75. Sows bulked at \$5.50@5.75, pigs selling at \$8.00.

SHEEP—Fat lambs, after advancing to high point of season, broke sharply today, leaving current values around 25c above the levels of a week earlier. Fat natives sold at \$8.25@8.50, fat westerns promising to land at \$8.65. Fat ewes sold at \$3.00@4.25 or steady.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 12, 1931.

CATTLE—Better grade beef steers and yearlings ruled 15@25c off, and others mostly showed 25@50c reductions. Good, mediums and heavies made \$9.90@10.00, and most short feds cleared at \$7.25@8.25. Fat she stock dropped fully 25c, carlots of short fed heifers ranged up to \$7.25, most offerings turned at \$5.75@6.75 and beef cows bulked at \$3.75@4.50. Bulls and vealers indicated little change. Medium bulls sold freely at \$4.00@4.25, and select vealers ranged up to \$9.00.

HOGS—Swine trade failed to hold mild mid-week advances and finished the period steady to 10c lower, the decline largely on heavy butchers. Most 160- to 210-lb. butchers sold late at \$7.00@7.25; top, \$7.35. The late bulk of medium and heavy weights brought \$6.10@6.90. Packing sows were scarce and sold steady to 10c higher, mostly \$5.65@6.00.

SHEEP—An uneven distribution of receipts forced erratic trading, and lamb values fluctuated sharply, but finished strong to 25c higher than a week

earlier. Most medium and light weight fed woolled lambs were salable late from \$8.00@8.50, with weighty kinds down around \$7.75. Aged sheep ruled strong, with top mutton ewes \$4.75.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Feb. 12, 1931.

Advances scored early in the week on prices of hogs unloaded direct at 24 concentration points and 7 packing plants in Iowa and Minnesota were erased in later trade, and today's prices are in line with a week ago on hogs scaling under 230 lbs; heavier weights, 10@20c lower; late bulk, 170 to 230 lbs., \$6.70@7.15; a few choice 170 to 190 lbs., up to \$7.25 and \$7.35; 240 to 280 lbs., \$6.10@6.60; big weights, down to \$5.75.

Receipts of hogs, unloaded daily at these 24 concentration yards and 7 packing plants, for week ended Thursday, Feb. 29, with comparisons:

	This week.	Last week.
Friday, Feb. 6	25,400	32,000
Saturday, Feb. 7	31,400	23,400
Monday, Feb. 9	65,500	64,800
Tuesday, Feb. 10	17,100	17,800
Wednesday, Feb. 11	22,900	23,700
Thursday, Feb. 13	36,000	30,000

Unless otherwise noted, price quotations are based on transactions covering truck hog deliveries and hogs received by rail that have access to feed and water before weighing.

JAN. FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection at various centers in January, 1931, are reported as follows:

	Cattle.	Calves.	Sheep	Swine.
Baltimore	6,411	1,371	1,615	65,125
Buffalo	6,280	1,005	7,377	77,118
Chicago	120,878	33,683	26,523	802,721
Cincinnati	12,457	5,057	8,963	77,818
Cleveland	6,509	5,140	13,087	56,631
Denver	6,460	1,690	13,541	48,707
Detroit	6,261	6,194	13,770	99,610
Fort. Worth	22,162	19,509	25,005	27,381
Indpls.	15,310	3,050	7,319	154,424
Kan. City	62,357	16,193	136,289	309,190
Milwaukee	14,537	51,844	5,329	115,115
N. S. Yds.	24,600	8,686	17,421	121,583
New York	30,919	50,276	268,555	71,364
Omaha	66,353	5,503	162,040	357,436
Phila.	4,050	7,843	16,416	84,586
St. Louis	13,456	4,085	4,113	169,365
Sioux City	33,082	2,347	93,674	242,075
So. St. Joe	20,598	5,087	10,000	110,036
So. St. P.	40,473	65,001	102,289	207,733
Wichita	6,067	2,111	7,299	46,706
Others	130,690	73,081	211,621	1,935,865

	Jan. 1931.	379,246	1,425,575	5,361,989
Jan.	712,703	738,772	1,225,074	4,001,371
7 mos. end.				
Jan.	1931.	4,953,531	2,651,457	10,300,494
7 mos. end.				
Jan.	1930.	5,125,818	2,542,611	8,710,319
7 mos. end.				
Jan.	1930.	3,064	11,550	19,131
7 mos. ended Jan.	'31.	100,131		
7 mos. ended Jan.	'30.	94,256		

THE WEEK IN HOG FUTURES.

Transactions in the hog futures market are reported by the Chicago Livestock Exchange for the week ended Feb. 13, 1931, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended Feb. 13.	Since March 1, 1930.
Pounds sold	66,000	18,942,000
Hogs sold	290	81,670
Contracts sold		1,147
Hogs delivered		16,927
Pounds delivered		2,847,150
Av. wt. hogs delivered		227

Active quotations on future contracts for the week ended February 13, 1931:

SATURDAY, FEBRUARY 7, 1931.

	Light.*	Med.	Heavy.
Mar.	\$ 8.00	.....

FEBRUARY 9-10.

No transactions.

WEDNESDAY, FEBRUARY 11.

	\$ 7.80
Mar.

THURSDAY, FEBRUARY 12.

	\$ 8.40
Mar.

FRIDAY, FEBRUARY 13.

No transactions.

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*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs., nor more than 310 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Uneven weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 100 lbs., or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Feb. 6, 1931, were as follows:

	Week ended Feb. 6.	Prev. week.	Cor. week.
Chicago	168,701	183,497	175,912
Kansas City, Kan.	46,235	65,524	59,349
Omaha	62,671	83,376	81,452
St. Louis	53,544	62,150	80,801
Sioux City	51,500	62,377	56,360
St. Paul	62,540	65,465	72,859
St. Joseph	21,641	27,219	21,734
Indianapolis	28,057	28,582	37,587
New York and J. C.	31,164	30,783	38,002

*Includes St. Louis, Mo.

BUFFALO LIVESTOCK IN JAN.

The receipts and disposition of livestock at Buffalo, N. Y., during January, 1930, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	12,059	23,568	74,177	107,066
Shipments	3,967	19,705	38,016	91,662
Local slaughter	8,100	3,864	36,156	16,084

Order Buyers of Live Stock

McMurray—Johnston—Walker, Inc.

Indianapolis
IndianaFt. Wayne
Indiana

BANGS & TERRY

Buyers of Livestock
Hogs, Killing and Feeding PigsUnion Stock Yards, South St. Paul, Minn.
Reference: Stock Yards National Bank. Any Bank in Twin Cities
Write or wire usA Good Place to Buy
HOGS
R. J. Cox & Company
LIVESTOCK PURCHASING AGENTS
National Stock Yards, Ill. Telephone Bridge 6775

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, February 7, 1931, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,900	5,235	9,422
Swift & Co.	3,900	4,360	15,879
Wilson & Co.	4,583	4,981	5,679
Morris & Co.	1,578	2,690	3,547
Anglo-Amer. Prov. Co.	1,224	2,667	2,667
G. H. Hammond Co.	1,550	2,667	2,667
Libby, McNeil & Libby	362	2,667	2,667
Brennan Packing Co.	6,495	hogs; Independent Packing Co., 2,080 hogs; Boyd, Lunham & Co., 1,836 hogs; Hygrade Food Products Corp., 6,771 hogs; Agar Packing Co., 4,766 hogs; others, 41,645 hogs.	
Total:	Cattle, 18,187; calves, 4,870; hogs, 82,935; sheep, 34,527.		

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,371	2,167	6,073
Cudahy Pkg. Co.	2,938	1,963	6,089
Powder Stranb Co.	495	2,543	3,064
Morris & Co.	3,005	2,787	4,218
Swift & Co.	3,442	2,166	6,505
Others	1,023	1,450	199
Total	16,117	19,078	20,808

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,675	29,881	9,677
Cudahy Pkg. Co.	3,705	19,781	8,172
Dill Pkg. Co.	824	10,580	2,788
Morris & Co.	1,484	3	2,788
Swift & Co.	4,060	13,796	10,256
Engle Pkg. Co.	9	50	50
Geo. Hoffman & Co.	50	50	50
Omaha Pkg. Co.	79	38	38
So. Omaha Pkg. Co.	43	199	127
Lincoln Pkg. Co.	127	67	67
Nagle Pkg. Co.	232	10	37,629
Others	10	37,629	10
Total	15,574	111,620	30,893

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,788	1,443	3,088	1,296
Swift & Co.	1,983	1,390	4,138	1,287
Morris & Co.	694	837	581	581
East Side Pkg. Co.	1,515	3,159	2,777	2,777
American Pkg. Co.	124	40	3,017	2,777
Hill Pkg. Co.	169	140	3,594	148
Krey Pkg. Co.	1,943	1	1,950	1,950
Shippers	4,716	2,920	41,844	1,222
Others	2,093	803	10,179	958
Total	13,082	7,570	71,394	5,769

Not including 1,768 cattle, 1,477 calves, 39,470 hogs and 276 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,205	500	11,723	15,988
Armour and Co.	1,268	286	4,196	4,861
Morris & Co.	1,177	207	7,155	2,951
Others	1,943	1	10,115	5,050
Total	6,593	904	33,192	28,850

SIOUX CITY.

Cattle. Calves. Hogs. Sheep.

Cudahy Pkg. Co. 2,258 206 19,863 4,160

Armour and Co. 2,748 185 20,347 4,760

Swift & Co. 1,881 206 11,061 5,026

Smith Bros. 214 29 87 24

Shippers 1,864 24 25,101 454

Total 8,965 650 77,063 14,400

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,241	449	2,436	179
Wilson & Co.	1,243	480	2,433	180
Others	118	44	670	...

Total 2,602 973 5,539 368

Not including 74 cattle, 384 hogs and 320 sheep bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	703	391	3,039	1,991
Jacob Dold Co.	602	9	2,309	21
Wichita D. B. Co.	17	...	...	...
Dunn Ostertag	90	...	...	...
Keefe-Le Sturgeon	13	...	...	...
Fred W. Dold	81	...	449	...

Total 1,596 400 5,797 2,912

Not including 4,425 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	610	150	3,203	1,752
Armour & Co.	465	102	6,354	1,334
Blayne-Murphy	304	84	2,542	154
Others	1,055	95	1,516	754

Total 2,494 440 13,615 2,994

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
U. D. B. Co.	1,194	6,904	7,172	626
The Layton Co.	34	...	...	...
R. Guinn & Co.	213	81	31	...
Armour and Co., Mil.	418	3,504	...	...
Shippers	342	26	95	2
Others	296	304	131	215

Total 2,560 10,738 7,892 874

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,194	6,904	7,172	626
U. D. B. Co., N. Y.	34	...	...	...
The Layton Co.	34	...	...	...
R. Guinn & Co.	213	81	31	...
Armour and Co., Mil.	418	3,504	...	...
Shippers	342	26	95	2
Others	296	304	131	215

Total 2,560 10,738 7,892 874

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	801	574	7,933	1,042
Indianapolis Abt. Co.	1,148	46	1,518	350
Hilgenfert Bros.	5	...	1,250	...
Riverview Pkg. Co.	9	...	69	...
Meier Pkg. Co.	185	9	286	...
Indiana Prov. Co.	35	6	214	7
Schlesinger Pkg. Co.	37	...	277	...
Mass. Hartman Co.	25	2	14	82
Art Wabnits Abt. Co.	17	3	33	...
Hoosier Abt. Co.	1,27	1,693	16,798	7,716
Shippers	579	98	439	214

Total 4,442 2,878 30,307 9,423

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.	5	...	233	...
John Hilberg & Son.	89	3	50	...
Gus. Juengling	122	113	60	...
E. Kahn's Sons Co.	1,317	296	6,870	2,196
Kroger G. & B. Co.	41	71	85	...
Lohrey Pkg. Co.	2	...	244	...
Wm. G. Rehn's Sons	111	39	...	...
A. Sander Co.	3	...	1,007	...
J. A. Schaefer's Sons	214	164	183	...
J. & F. Schroth Co.	180	132	2,165	...
I. Voss & Son.	5	4	39	...
Ideal Pkg. Co.	194	620	1,960	328
Others	580	233	2,468	328

Total 2,878 1,676 15,672 3,071

Not including 830 cattle, 11,036 hogs and 2,054 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended February 7, 1931, with comparisons:

CATTLE.

	Week ended Feb. 7.	Prev. week.	Cor. week.
Chicago	19,187	16,968	15,800
Kansas City	16,117	14,440	12,818
Omaha	15,574	13,408	12,408
St. Louis	11,620	10,622	10,622
St. Joseph	10,844	9,385	9,385
Slous City	11,192	10,922	10,922
Oklahoma City	10,023	9,233	9,233
Wichita	10,222	9,231	9,231
Denver	13,615	13,394	13,394
St. Paul	6,747	6,747	6,747
Milwaukee	7,892	9,600	8,000
Indianapolis	30,307	28,844	27,342
Cincinnati	26,708	25,285	8,000

HOGS.

	Week ended Feb. 7.	Prev. week.	Cor. week.
Chicago	82,935	87,130	67,976
Kansas City	19,078	18,078	19,970
Omaha	11,620	10,622	10,622
St. Louis	10,844	9,385	9,385
St. Joseph	11,192	10,922	10,922
Slous City	11,192	10,922	10,922
Oklahoma City	10,023	9,233	9,233
Wichita	10,222	9,231	9,231
Denver	13,615	13,394	13,394
St. Paul	6,747	6,747	6,747
Milwaukee	7,892	9,600	8,000
Indianapolis	30,307	28,844	27,342
Cincinnati	26,708	25,285	8,000

SHEEP.

	Week ended Feb. 7.	Prev. week.	Cor. week.
Chicago	34,527	46,817	47,747
Kansas City	28,508	28,922	31,167
Omaha	30,893	45,699	44,924
St. Louis	6,045	5,833	7,470
St. Joseph	28,850	22,653	30,000
Slous City	14,400	28,246	28,246

February 14, 1931.

THE NATIONAL PROVISIONER

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 2.	19,387	1,850	74,410	20,584
Tues., Feb. 3.	5,800	2,675	34,887	10,754
Wed., Feb. 4.	6,133	2,161	22,791	10,542
Thurs., Feb. 5.	7,179	1,607	27,380	9,480
Fri., Feb. 6.	2,249	312	27,053	8,710
Sat., Feb. 7.	200	100	15,000	7,000
Total this week.	40,937	8,705	201,521	67,059
Previous week.	35,652	9,187	213,498	76,631
Year ago.	35,748	10,710	208,022	82,701
Two years ago.	45,737	15,320	240,581	55,233

Total receipts for month and year to Feb. 7, with comparisons:

February. Year.

	1931.	1930.
Cattle.	40,937	35,652
Calves.	8,705	9,187
Hogs.	201,521	213,498
Sheep.	67,059	82,701

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 2.	4,781	144	16,350	8,524
Tues., Feb. 3.	2,009	123	9,958	3,936
Wed., Feb. 4.	2,641	194	6,530	3,274
Thurs., Feb. 5.	1,900	116	6,908	4,062
Fri., Feb. 6.	1,100	101	9,302	5,668
Sat., Feb. 7.	100	—	1,000	2,000
Total this week.	12,681	678	50,043	28,364
Previous week.	11,725	367	48,158	26,526
Year ago.	13,625	268	71,034	27,822
Two years ago.	12,241	623	93,371	20,286

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Feb. 7.	\$ 8.70	\$ 7.30	\$ 3.50	\$ 7.95
Previous week.	9.30	7.45	3.75	8.65
1930.	12.20	10.40	5.75	11.55
1929.	11.85	9.80	7.50	16.40
1928.	13.80	8.15	8.00	15.35
1927.	10.50	12.00	7.65	12.80
1926.	9.65	12.80	9.00	14.50
Av. 1926-1930.	\$11.10	\$10.10	\$ 6.90	\$13.10

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Feb. 12, 1931:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd-ch.	\$ 7.75@ 7.95	\$ 7.75@ 8.00	\$ 7.15@ 7.40	\$ 7.20@ 7.50	\$ 7.10@ 7.25
Lt. wt. (160-180 lbs.) gd-ch.	7.75@ 7.95	7.85@ 8.00	7.15@ 7.40	7.20@ 7.50	7.10@ 7.25
(180-200 lbs.) gd-ch.	7.60@ 7.90	7.80@ 8.00	7.10@ 7.40	7.15@ 7.45	7.00@ 7.25
Med. wt. (200-220 lbs.) gd-ch.	7.25@ 7.75	7.60@ 8.00	6.85@ 7.20	7.10@ 7.45	6.75@ 7.25
(220-250 lbs.) gd-ch.	6.75@ 7.40	7.10@ 7.50	6.55@ 7.10	6.60@ 7.35	6.40@ 7.00
Hvy. wt. (250-280 lbs.) gd-ch.	6.45@ 6.90	6.75@ 7.25	6.25@ 6.70	6.35@ 6.85	6.25@ 6.50
(280-350 lbs.) gd-ch.	6.25@ 6.65	6.60@ 7.00	6.10@ 6.45	6.10@ 6.45	6.00@ 6.40
Pig. sows (275-500 lbs.) med-ch.	5.75@ 6.25	5.65@ 6.25	5.40@ 5.85	5.35@ 6.00	5.50@ 6.00
Sltr. pigs (100-130 lbs.) gd-ch.	7.00@ 7.75	7.00@ 7.75	7.00@ 7.75	7.00@ 7.75	7.25@ 7.75
Av. cost & wt. Thurs. (pigs excl.)	7.18-240 lbs.	7.63-217 lbs.	6.76-247 lbs.	7.06-229 lbs.	7.25@ 7.75

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Feb. 7.	28,300	150,500	50,111
Previous week.	23,927	165,340	51,111
1930.	22,123	136,988	54,779
1929.	33,496	147,210	34,847
1928.	30,249	171,454	52,008
1927.	36,212	103,004	60,592

*Saturday, Feb. 7, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

No.	Avg.	Prices	
Rec'd.	Wgt.	Top.	Avg.
*Week ended Feb. 7.	201,521	\$ 8.10	\$ 7.30
Previous week.	214,062	8.25	7.45
1930.	209,078	11.00	10.40
1929.	240,581	10.40	9.80
1928.	245,626	8.65	8.15
1927.	156,816	12.75	12.00
1926.	176,159	14.00	12.80

Av. 1926-1930. 204,963 233 \$10.80 \$10.10

*Receipts and average weights estimated.

CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ended Feb. 6, 1931, with comparisons:

Week ended Feb. 6.	166,701
Previous week.	183,497
Year ago.	175,912
1929.	151,176

CHICAGO HOG SUPPLIES.

Supplies of hogs purchased by Chicago packers and shippers during the week ended Thursday, February 12, 1931, were as follows:

	Week ended Feb. 12.	Prev. week.
Packers' purchases.	82,974	78,851
Direct to packers.	75,053	77,631
Shippers' purchases.	47,885	52,510
Total.	205,922	208,962

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended February 7, 1931, with comparisons:

CATTLE.

	Week ended Feb. 7.	Prev. week.	Cor. week.
Chicago.	18,187	16,966	15,960
Kansas City.	16,117	14,561	15,856
Omaha.	15,849	14,640	14,347
St. Louis.	14,027	8,497	7,411
St. Joseph.	5,156	5,738	5,385
Sioux City.	7,734	2,277	7,361
Wichita.	1,990	4,134	1,157
Fort Worth.	4,134	4,766	3,945
Philadelphia.	1,484	1,400	1,196
Indianapolis.	1,233	1,767	1,258
New York & Jersey City.	6,194	8,400	9,219
Oklahoma City.	3,049	3,511	3,511
Cincinnati.	1,461	3,110	21,583
Denver.	2,188	1,985	2,444
Total.	103,007	87,502	110,472

HOGS.

	Chicago.	Kansas City.	Omaha.	St. Louis.	St. Joseph.	Sioux City.	Wichita.	Fort Worth.	Philadelphia.	Indianapolis.	New York & Jersey City.	Oklahoma City.	Cincinnati.	Denver.
	82,935	23,364	19,970	77,750	33,775	22,473	5,707	4,004	15,602	26,445	21,980	47,512	71,001	61,639
	29,808	25,359	31,167	38,666	40,994	7,490	5,851	5,551	25,590	21,964	25,590	5,223	8,577	5,091
	27,928	38,666	23,251	24,473	24,473	14,307	1,012	1,371	17,255	17,255	17,255	3,318	2,910	2,334
	24,473	24,473	21,964	21,964	21,964	5,223	6,156	6,156	17,255	17,255	17,255	4,930	4,540	4,153
	24,473	24,473	21,964	21,964	21,964	5,223	5,223	5,223	17,255	17,255	17,255	4,704	4,968	4,258
	24,473	24,473	21,964	21,964	21,964	5,223	5,223	5,223	17,255	17,255	17,255	4,704	5,223	4,111
	24,473	24,473	21,964	21,964	21,964	5,223	5,223	5,223	17,255	17,255	17,255	4,704	5,223	4,111
	24,473	24,473	21,964	21,964	21,964	5,223	5,223	5,223	17,255	17,255	17,255	4,704	5,223	4,111

SHEEP.

	Chicago.	Kansas City.	Omaha.	St. Louis.	St. Joseph.	Sioux City.	Wichita.	Fort Worth.	Philadelphia.	Indianapolis.	New York & Jersey City.	Oklahoma City.	Cincinnati.	Denver.
	34,527	46,817	47,747	38,666	38,666	38,666	38,666	38,666	38,666	38,666	38,666	38,666	38,666	38,666
	29,808	25,359	31,167	27,928	27,928	27,928	27,928	27,928	27,928	27,928	27,928	27,928	27,928	27,928
	27,928	38,666	23,251	24,473	24,473	24,473	24,473	24,473	24,473	24,473	24,473	24,473	24,473	24,473
	24,473	24,473	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964
	24,473	24,473	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964
	24,473	24,473	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964
	24,473	24,473	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964	21,964

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended February 5, 1931, with comparisons, as reported by the Dominion Livestock Branch:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Feb. 5.	Prev. week.	Same week.

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RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 7, 1931.

	Cattle.	Hogs.	Sheep.	Oklahoma City	600	1,000	150
Chicago	250	14,000	6,000	Fort Worth	800	1,100	1,000
Kansas City	250	900	1,500	Milwaukee	1,200	600	300
Omaha	100	11,000	3,250	Denver	400	800	800
St. Louis	175	7,000	1,000	Wichita	300	1,500	100
St. Joseph	100	5,000	1,500	Indianapolis	300	4,500	200
Sioux City	400	10,000	200	Pittsburgh	300	1,500	1,500
St. Paul	100	900	5,500	Cincinnati	300	1,800	100
Oklahoma City	100	300	100	Buffalo	200	2,700	2,800
Fort Worth	200	900	100	Cleveland	200	1,100	300
Milwaukee	200	200	100				
Denver	200	300	500				
Louisville	400	200	100				
Wichita	200	1,000	100				
Indianapolis	100	3,000	100				
Pittsburgh	300	200	100				
Cincinnati	200	800	100				
Buffalo	100	800	200				
Cleveland	100	600	200				
Nashville	200	200	100				

MONDAY, FEBRUARY 9, 1931.

	Cattle.	Hogs.	Sheep.	Dec., 1930.	Dec., 1929.
Chicago	17,000	70,000	15,000	542,100	\$61,090
Kansas City	15,000	9,000	8,000	2,340,100	\$250,313
Omaha	7,000	17,000	12,000		
St. Louis	4,500	15,000	500		
St. Joseph	2,000	7,000	6,000		
Sioux City	3,000	11,000	4,000		
St. Paul	2,500	11,000	8,500		
Oklahoma City	500	1,200	400		
Fort Worth	2,700	1,300	600		
Milwaukee	400	1,000	100		
Denver	3,000	2,800	5,100		
Louisville	100	500	100		
Wichita	1,800	3,000	400		
Indianapolis	400	5,000	200		
Pittsburgh	700	3,800	1,200		
Cincinnati	1,600	3,000	100		
Buffalo	1,300	6,200	7,400		
Cleveland	800	4,000	2,500		
Nashville	300	400	100		

TUESDAY, FEBRUARY 10, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	31,000	15,000
Kansas City	8,000	7,000	10,000
Omaha	6,500	18,000	12,000
St. Louis	1,500	14,500	1,500
St. Joseph	1,500	7,000	6,000
Sioux City	3,000	14,500	4,500
St. Paul	2,000	10,000	3,000
Oklahoma City	700	1,600	200
Fort Worth	900	1,000	900
Milwaukee	900	2,500	2,500
Denver	700	3,000	8,800
Louisville	200	400	100
Wichita	600	1,800	400
Indianapolis	1,300	7,000	800
Pittsburgh	300	3,100	300
Cincinnati	300	1,600	1,300
Buffalo	300	1,600	1,300
Cleveland	300	1,600	1,300
Nashville	300	1,600	1,300

WEDNESDAY, FEBRUARY 11, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	7,500	24,000	18,000
Kansas City	5,500	6,500	9,000
Omaha	5,000	25,000	20,000
St. Louis	2,500	12,000	1,200
St. Joseph	1,500	7,500	7,300
Sioux City	2,000	18,000	8,000
St. Paul	2,000	16,000	4,500
Oklahoma City	700	1,400	100
Fort Worth	1,000	600	2,800
Milwaukee	500	2,000	100
Denver	200	2,600	8,800
Louisville	100	100	100
Wichita	600	1,700	500
Indianapolis	800	5,000	3,500
Pittsburgh	1,000	1,000	300
Buffalo	200	2,100	700
Cleveland	500	3,900	1,900
Nashville	300	200	100

THURSDAY, FEBRUARY 12, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	40,000	15,000
Kansas City	3,000	6,000	11,000
Omaha	3,000	17,000	11,000
St. Louis	2,500	12,000	1,500
St. Joseph	1,500	5,000	5,500
Sioux City	2,000	14,500	6,500
Paul	2,000	11,500	5,500
Oklahoma City	900	1,000	200
Fort Worth	600	1,800	300
Milwaukee	300	3,500	8,000
Denver	100	300	100
Louisville	400	1,900	200
Wichita	600	4,500	2,000
Indianapolis	1,000	1,000	300
Pittsburgh	400	2,000	100
Cincinnati	200	1,400	700
Buffalo	400	1,100	1,300
Cleveland	100	200	100
Nashville	100	200	100

FRIDAY, FEBRUARY 13, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	35,000	12,000
Kansas City	600	3,000	5,000
Omaha	1,700	14,500	9,000
St. Louis	700	11,500	1,000
St. Joseph	500	4,500	5,500
Sioux City	1,000	12,500	4,000
St. Paul	1,900	13,000	2,500

CANADIAN MEAT EXPORTS.

Exports of meats and lard from Canada in December, 1930, according to the Dominion Bureau of Statistics, with comparisons, were as follows:

	Dec., 1930.	Dec., 1929.
Lbs. Value.	Lbs. Value.	

HIDE PRICE DIFFERENTIALS.

The adjustment committee, New York Hide Exchange, has fixed price differentials between basis and premium and discount grades of hides deliverable against Exchange contracts, effective February 6, 1931, to prevail until further notice.

Differentials are based on hides taken off in United States and Canada in non-discount months of July, August, September, and October, and frigorifico hides taken off in non-discount months of December, January, February, basis of delivery ex-dock or warehouse, duty paid.

FRIGORIFICO.

Cents per lb.

	Steers	Light steers	Cows	Ex. light cows and steers
Heavy native steers	4.45	4.45	4.45	4.45
Ex. light native steers	3.40	3.40	3.40	3.40
Heavy native cows	5.15	5.15	5.15	5.15
Light native cows				
Heavy butt branded steers	6.00	6.00	6.00	6.00
Heavy Colorado steers				
Heavy Texas steers				
Light Texas steers				
Ex. light Texas steers				
Branded cows				

PACKER.

Cents per lb.

	Heavy native steers	Ex. light native steers	Heavy native cows	Ex. light native cows
Heavy native steers	60	60	60	60
Ex. light native steers	60	60	60	60
Heavy native cows	55	55	55	55
Light native cows				
Heavy butt branded steers	60	60	60	60
Heavy Colorado steers				
Heavy Texas steers				
Light Texas steers				
Ex. light Texas steers				
Branded cows				

PACKER TYPE.

Cents per lb.

Branded cows and steers..... 80 discount

Native cows and steers..... 25 discount

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Feb. 7, 1931:

Week ended	New York	Boston	Phila.
Feb. 7, 1931	5,732	4,571	3,571
Jan. 31, 1931	14,732	10,608	10,608
Jan. 24, 1931	11,342	10,608	10,608
To date, 1931	64,091	4,571	38,608
To date, 1930	166,805	32,972	7,117

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended February 7, 1931, were as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,590	5,874	5,040	33,702
Central Union	2,232	1,395	1,395	10,717
New York	197	3,573	15,390	7,423
Total	7,039	12,842	20,430	51,842
Previous week	7,323	12,139	21,277	60,298
Two weeks ago	7,647	10,812	21,812	64,581

STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

	Cattle, total hides	Steers, hides	Cows, hides	Bulls, hides	Unclassified hides	Dec. 31, 1930	Nov. 30, 1930	Tanned during 1930	*Deliveries during 1930
Buffalo hides	27,773	31,239	2,389						
Calf, total skins	2,589,349	2,610,786	818,816	605,872					
Green-salted skins	2,282,982	2,176,625	784,313	626,909					
Dry or dry-salted skins	306,367	203,734	41,503	38,983					
Kip, total skins	612,301	606,138	123,559	109,285					
Green-salted skins	576,098	559,611	120,829	100,968					
Dry or dry-salted skins	23,700	14,155	2,747	2,388					
Goat and kid skins	11,611,421	12,089,012	3,917,949	1,091,544					
Cabretta, skins	1,532,282	1,406,293	222,031	57,517					
Sheep and lamb total skins	13,795,557	15,747,071	2,420,454	2,508,831					
Wool skins	1,301,932	1,182,404	4,000	741,476					
Shearlings, skins	546,755	546,755	131,450	131,450					
Without wool—picked skins	11,312,049	11,321,608	3,633,333	1,620,571					

Hide and Skin Markets

Chicago.

PACKER HIDES—A very dull week passed in the packer hide market, following the heavy trading of previous week. Packers were a little slow in offering out hides early in the week, their stocks having been fairly well cleaned up, according to reports. The only known trading so far this week were a few cars of light native cows for Exchange delivery at $\frac{1}{4}$ c advance, couple cars heavy native cows and a car native steers at steady prices, total of about 5,000 hides. The advance in light native cows apparently did not affect the cash market for hides. While little is said of actual offerings at present, hides are being offered at last week's prices in some directions, with buyers continuing their policy of bidding downward to the extent of a half to a full cent. The current take-off is about the poorest grade of the winter hides and, despite the present low prices of all descriptions, buyers, continue to remain very bearish in their attitude toward the market, based on lack of improvement in the leather market.

Spready native steers quoted 8 $\frac{1}{2}$ @9c, nom. One packer sold a car January-February native steers late this week at 7 $\frac{1}{2}$ c, steady. Last trading in extreme native steers was at 7 $\frac{1}{2}$ c.

Butt branded steers sold last week at 7 $\frac{1}{2}$ c, Colorados at 7c. Heavy Texas steers moved at the same time at 7 $\frac{1}{2}$ c, light Texas steers at 7c, and extreme light Texas steers at 6 $\frac{1}{2}$ c.

Two packers each sold a car heavy native cows at 6 $\frac{1}{2}$ c, steady. One packer moved three cars February light native cows early at 7 $\frac{1}{2}$ c, for Exchange delivery; however, offerings for re-sale are reported at 7c, last previous trading price, with buyers' ideas lower. Branded cows sold last week at 6 $\frac{1}{2}$ c.

Native bulls were sold by several packers at the close of last week at 4 $\frac{1}{2}$ c, one lot dating November forward, others mostly Januarys. Branded bulls 3 $\frac{1}{2}$ @4c, nom.

In South American market, 2,500 light steers were reported equal to 10 $\frac{1}{2}$ c, steady. Trading rather quiet on frigorifico steers.

SMALL PACKER HIDES—Two local small packers moved their February productions, total of about 9,000 hides, at 6 $\frac{1}{2}$ c for all-weight native steers and cows, and branded on same basis; branded production rather light. Last previous trading had been production of couple outside plants of a local killer last week at 6 $\frac{1}{2}$ c for all-weight natives and 6c for branded. Other local killers moved February hides earlier on graded basis, at full big packer prices.

One outside small packer sold 5,000 December-January hides at 5 $\frac{1}{2}$ c for all-weight native, while 5,000 same dating sold in another direction at 6 $\frac{1}{2}$ c for native all-weights and 5 $\frac{1}{2}$ c for branded. Various prices quoted on outside small packer lots, depending upon quality and location.

Last trading in the Pacific Coast market was at 5c, flat, for January

steers and cows, f.o.b. shipping points, previous week.

COUNTRY HIDES—Country hide market has slowed down considerably, due in part to the poorer quality of hides now coming out. Offerings are more plentiful at interior points. All-weights have sold at 5 $\frac{1}{2}$ c, selected, delivered, for around 48 lb. av., but buyers' ideas generally 5c. Heavy steers and cows slow and 5c, nom. Buff weights offered at 6c, selected, buyers' ideas not over 5 $\frac{1}{2}$ c. Extremes generally quoted 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c; several cars reported at interior points at 6 $\frac{1}{2}$ c, and one car free of grub extremes sold at 7c. Bulls easy around 3@3 $\frac{1}{2}$ c, flat. All-weight branded 4@4 $\frac{1}{2}$ c, flat, less Chicago freight.

CALFSKINS—Calfskin market not yet established and trading awaited, with nominal market around 16c; last trading was 25,000 December and 20,000 January calf at prices ranging from 15c to 17c, according to points.

Car of Chicago city calfskins, 8/10 lb., sold at 13c, or half-cent decline; talking 14c for 10/15 lb. weights. Mixed cities and countries 11 $\frac{1}{2}$ @12c; straight countries 8 $\frac{1}{2}$ @9c.

KIPSKINS—Last trading in packer January native kipskins was at 12c for northerns. One packer sold 4,000 January over-weights this week at 9 $\frac{1}{2}$ c for northerns and 8 $\frac{1}{2}$ c for southerns, steady; branded kips sold previous week at 8c.

Chicago city kips declined sharply on sale of one car by a collector at 10c. Mixed cities and countries 8@9c; straight countries 7 $\frac{1}{2}$ @8c.

Last trading in packer regular slunks was at 85c for Januarys; hairless last sold at 32 $\frac{1}{2}$ c, small ones half-price.

HORSEHIDES—Market slow and weak, with choice city renderers quoted \$2.50@3.00, mixed city and country lots \$2.25@2.50, and country lots \$1.75@2.00 asked.

SHEEPSKINS—Dry pelts quoted 6@7c last paid for full wools, short wools half-price. A few big packer shearlings sold at 40c for No. 1's; no demand for No. 2's or fresh clipped. Pickled skins continue easy; one packer sold a car January ribby lambs at Chicago at \$1.65; quoted down to \$1.50 per doz. paid for straight run in other directions. New York market quoted around \$1.75 per doz. for straight run. Three cars February lamb pelts sold at 70c, f.o.b. outside points, steady with last week.

PIGSKINS—No. 1 pigskin strips offered freely at 5c, Chicago. Gelatine scraps quoted 2@2 $\frac{1}{2}$ c per lb., with sales reported at top figure in one direction.

New York.

PACKER HIDES—One packer sold 1,400 February native steers at close of last week at 7 $\frac{1}{2}$ c, being first February hides to move. Market quoted nominally 7 $\frac{1}{2}$ c for butt branded steers and 7c for Colorados.

COUNTRY HIDES—Market easier and trading dull, with more offerings reported. Extremes reported available at 6 $\frac{1}{2}$ c for current quality; buff weights quoted around 5 $\frac{1}{2}$ @6c.

CALFSKINS—Calfskin market reported a shade easier. One car 5 $\frac{1}{2}$ c sold at \$1.20, or 10c down from last sale. The 7-9's are quoted \$1.60@1.70, nom., 9-12's \$2.25@2.35 nom.

New York Hide Exchange Futures.

Saturday, February 7, 1931—Close: Feb. 8.00n; Mar. 8.15n; Apr. 8.30n; May 8.65@8.70; June 9.00n; July 9.25n; Aug. 9.55n; Sept. 9.85@9.90; Oct. 10.15n; Nov. 10.50n; Dec. 10.80n; Jan. 11.00n. Sales 9 lots.

Monday, February 9, 1931—Close: Feb. 8.10n; Mar. 8.30n; Apr. 8.55n; May 8.90@8.97; June 9.25n; July 9.50n; Aug. 9.80n; Sept. 10.10 sale; Oct. 10.40n; Nov. 10.75n; Dec. 11.05@11.11; Jan. 11.25n. Sales 18 lots.

Tuesday, February 10, 1931—Close: Feb. 8.10n; Mar. 8.30n; Apr. 8.55n; May 8.90 sale; June 9.20n; July 9.50n; Aug. 9.80n; Sept. 10.05@10.09; Oct. 10.35n; Nov. 10.70n; Dec. 11.00n; Jan. 11.20n. Sales 42 lots.

Wednesday, February 11, 1931—Close: Feb. 8.00n; Mar. 8.20n; Apr. 8.45n; May 8.75@8.80; June 9.05n; July 9.35n; Aug. 9.65n; Sept. 9.98 sale; Oct. 10.30n; Nov. 10.65n; Dec. 10.95n; Jan. 11.15n. Sales 21 lots.

Thursday, February 12, 1931—Exchange closed; Lincoln's Birthday.

Friday, February 13, 1931—Close: Mar. 8.00n; Apr. 8.30n; May 8.62 sale; June 8.90n; July 9.20n; Aug. 9.50n; Sept. 9.80@9.84; Oct. 10.15n; Nov. 10.50n; Dec. 10.80@10.83; Jan. 11.00n. Sales 56 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Feb. 13, 1931, with comparisons, are reported as follows:

PACKER HIDES.		Cor.
Week ended Feb. 13.	Prev. week.	week, 1930.
Sp. nat. str. 8 $\frac{1}{2}$ @9n	@ 9n	@16n
Hvy. nat. str. @ 7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	@14 $\frac{1}{2}$
Hvy. Tex. str. @ 7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	@14 $\frac{1}{2}$
Hvy. butt brnd'd str. @ 7 $\frac{1}{2}$	@ 7 $\frac{1}{2}$	@14 $\frac{1}{2}$
Hvy. Col. str. @ 7	@ 7	13 $\frac{1}{2}$ @9n
Ex-light Tex. str. @ 6 $\frac{1}{2}$	@ 6 $\frac{1}{2}$	@12n
Brnd'd cows. @ 6 $\frac{1}{2}$	@ 6 $\frac{1}{2}$	@12n
Hvy. nat. cows. @ 6 $\frac{1}{2}$	@ 6 $\frac{1}{2}$	@12
Lt. nat. cows. @ 7	@ 7	@12 $\frac{1}{2}$
Nat. bulls. @ 4 $\frac{1}{2}$	@ 5	9 @9 $\frac{1}{2}$ n
Brnd'd bulls. 3 $\frac{1}{2}$ @16n	4 @ 4 $\frac{1}{2}$ n	8 $\frac{1}{2}$ @9n
Calfskins. @ 16n	@ 16n	@19 $\frac{1}{2}$ n
Kips, nat. @ 12	@ 12	@18
Kips, ov-wt. @ 9 $\frac{1}{2}$	9 $\frac{1}{2}$ @10	16 @16 $\frac{1}{2}$ n
Kips, brnd'd. @ 8	8 @ 8 $\frac{1}{2}$ n	@14n
Slunks, reg. @ 85	@ 85	@21.25
Slunks, hrls. 30 @32 $\frac{1}{2}$ n	30 @32 $\frac{1}{2}$ n	@27 $\frac{1}{2}$ n
Light native, butt branded and Colorado steers 1c per lb. less than heavies.		

CITY AND SMALL PACKERS.		Cor.
Nat. all-wts.	@ 6 $\frac{1}{2}$	7n
Branded 6 @ 6 $\frac{1}{2}$	6 @ 6 $\frac{1}{2}$	11
Nat. bulls. @ 4 $\frac{1}{2}$	@ 4 $\frac{1}{2}$	9n
Brnd'd bulls. @ 3 $\frac{1}{2}$	@ 4n	8n
Calfskins. 13 $\frac{1}{2}$ @13 $\frac{1}{2}$ n	@14n	@17n
Kips. @ 10	11 @11 $\frac{1}{2}$ n	16
Slunks, reg. @ 80	@ 80	1.00 @1.05
Slunks, hrls. @ 30	@ 30	@25n

COUNTRY HIDES.		Cor.
Hvy. steers.	4 $\frac{1}{2}$ @5n	9 $\frac{1}{2}$ @10
Hvy. cows.	4 $\frac{1}{2}$ @5n	9 $\frac{1}{2}$ @10
Buffa. 5 $\frac{1}{2}$ @6	5 $\frac{1}{2}$ @6	10 @10 $\frac{1}{2}$ n
Extremes. 6 $\frac{1}{2}$ @7	7	12 @12 $\frac{1}{2}$ n
Bulls. 3 @ 3 $\frac{1}{2}$	3 @ 4 $\frac{1}{2}$	7n
Calfskins. 3 @ 9 $\frac{1}{2}$	3 @ 9 $\frac{1}{2}$	14n
Kips. 8 $\frac{1}{2}$ @8	8 @ 8	13n
Light calf. 7 @ 7	7 @ 7	13n
Deacons. @ 75	@ 75	1.00 @1.10
Slunks, reg. 40 @ 50	40 @ 50	60 @ 75
Horsehides. 2.00 @ 3.00	2.00 @ 3.00	3.75 @ 4.50
Hogskins. 40 @ 45	40 @ 45	50 @ 55

SHEEPSKINS.		Cor.
Pkr. lambs.	@ 70	60 @ 70
Sml. pkr. lambs. 45 @ 60	45 @ 60	1.10 @ 1.37 $\frac{1}{2}$
Pkr. shearlings. 40 @ 45	25 @ 42 $\frac{1}{2}$	85 @ 1.20
Dry pelts. 6 @ 7	6 @ 7	13 @ 14

Chicago Section

J. L. Crowley, of the smoked meat department of the Cudahy Packing Co., is on an extended business trip to the Pacific Coast.

Lee S. Weaver, for the past 13 years traffic manager for Roberts & Oake, Chicago, died suddenly on February 9. He was 43 years old.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 18,522 cattle, 3,706 calves, 102,649 hogs and 29,548 sheep.

J. F. Smith, head of Swift & Company's refinery department, is on a trip to the Pacific Coast and the Hawaiian Islands, accompanied by Mrs. Smith.

L. L. Bronson, for some time in charge of fresh sausage sales for Armour and Company, has been made supervisor of both fresh and dry sausage sales.

O. S. Anderson of V. D. Anderson Co., Cleveland, O., manufacturers of the Anderson crackling expeller, visited at the offices of THE NATIONAL PROVISIONER during the week.

A. L. Disbrow, in charge of the provision department, Armour and Company, took advantage of the present slack markets to take a vacation in Florida. He plans to be away about three weeks.

Harry S. Eldred, formerly general auditor at the Chicago office of Armour and Company, has been assigned to the staff of W. C. White, vice-president in charge of operations, as assistant.

Provision shipments from Chicago for the week ended Feb. 7, 1931, with comparisons, were as follows:

	Cor. wk.	Last wk.	Prev. wk.	1930
Cured meats, lbs.	9,886,000	10,793,000	18,746,000	
Fresh meats, lbs.	30,546,000	49,087,000	36,228,000	
Lard, lbs.	9,570,000	12,638,000	6,852,000	

William G. Agar, vice-president of the Agar Packing & Provision Co., Chicago, Ill., is a candidate for alderman from the fourth ward, where he has lived for 25 years. His campaign slogan is "A business man for business problems." Packers are boosting for Bill!

J. H. Edmondson, former general manager of the Chas. Wolff Packing Co., Topeka, Kas., was in Chicago this week en route to Peoria, Ill., to assume the position of general manager of the Wilson Provision Co. Mr. Edmondson is well known as an operating and merchandising executive in the packing field.

The Chicago office personnel of The Cudahy Packing Company held a dinner dance at the Palmer House on the evening of February 12, the proceeds of which went toward the upkeep of a family of one of the deceased employees

being supported by the organization. The function netted some \$300.

Among packers in Chicago this week attending committee meetings at the Institute of American Meat Packers were W. H. Mooney, president Indianapolis Abattoir Co., Indianapolis, Ind.; John R. Kinghan, chairman of board, Kingan & Co., Indianapolis; S. B. Dietrich, vice president, East Side Packing Co., East St. Louis, Ill.; J. C. Stentz, treasurer, John Morrell & Co., Ottumwa, Ia.; W. F. Price, vice president and general manager, Jacob Dold Packing Co., Buffalo; W. W. Krenning, secretary, St. Louis Independent Packing Co., St. Louis; Samuel Slotkin, president, High Grade Food Products Corporation, New York City; Frank A. Hunter, president, East Side Packing Co., East St. Louis; Fred Krey, president, Krey Packing Co., St. Louis; J. C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn.; Jay E. Decker, president, Jacob E. Decker & Sons, Mason City, Iowa; John W. Rath, president, Rath Packing Co., Waterloo, Iowa; Robert S. Sinclair, president, Kingan & Co., Indianapolis; T. W. Taliaferro, president, Hammond Standish & Co., Detroit, Mich.; E. A. Schenck, vice president, Columbus Packing Co., Columbus, Ohio; L. S. Dennig, general manager, St. Louis Independent Packing Co., St. Louis.

LOS ANGELES PACKER PASSES.

John A. Woodward, veteran packer and stockman, and widely known throughout Southern California and the Southwest, died on January 31 after an illness of a few weeks. Mr. Woodward was 72 years of age.

In company with E. J. Bennett, Mr. Woodward established the packing company of Woodward & Bennett, Los Angeles.



THE LATE ARTHUR LOWENSTEIN.

geles, of which he was president for many years, being succeeded only recently by his son, Tyler F. Woodward.

Mr. Woodward was a pioneer Californian, interested in gold mining in his youth and later with his brother in the cattle business on large scale in New Mexico, Southern California and old Mexico. From cattle ranching he turned to sheep raising and became one of the largest sheepmen in the Southwest. He was a quiet and undemonstrative man, but had the respect of all who knew him, both for his personal characteristics and his business acumen.

He is survived by his widow and eight children. In addition to Tyler Woodward, president, another son, George J., who is vice-president of Woodward & Bennett, has long been active in Los Angeles packing circles.

LOWENSTEIN KILLED IN FALL.

Dr. Arthur Lowenstein, former vice-president of Wilson & Co. and former chairman of the Scientific Research Committee of the Institute of American Meat Packers, was killed on February 12 by a fall from the roof of the new eleven-story North Loop Motoramp Garage building in Chicago.

This building was one of several constructed by the company of which Dr. Lowenstein was the head, and which he had promoted with great success. He had retired from packinghouse and scientific activities in recent years to devote himself to his business interests, which were many and varied. Circumstances surrounding his fall were not known, beyond the fact that he went up alone in one of the elevators to inspect the building, and his body was later found on the sidewalk.

He was born in Philadelphia 49 years ago and graduated in 1903 from the University of Cincinnati, which later awarded him the honorary degree of Doctor of Science because of his research achievements. Following graduation he served in the cement laboratory of the B. & O. Railroad at Wheeling, W. Va., and later came to Chicago to enter the packinghouse field. He was chief chemist for Morris & Co. for ten years, later made technical director, and was consulting chemical engineer when he went to Wilson & Co. as vice-president in charge of similar activities. He was made president of the United Chemical & Organic Products Co., a Wilson affiliate, and later became vice-president of the Calumet Fertilizer Co.

While with Wilson he was active in Institute work and was made chairman of the Committee on Scientific Research. He was a fellow of the American Association for the Advancement of Science, member of chemical societies and a veteran officer of the army's chemical warfare service. He leaves a wife and one son.

HEADS KROGER FOUNDATION.

Dr. Andrew Ryan has been appointed head of the Kroger Food Foundation, established through an endowment made by the Kroger Grocery and Baking Co., according to a recent announcement by President Albert H. Morrill.

Main Office
332 S. La Salle St.
CHICAGO, ILL.
All Codes

On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

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Our 1931 Market Calendar now ready—Price \$3.50 each

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GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal
Chrysler Bldg., 405 Lexington Ave., New York City

TRADE GLEANINGS

Lomen Reindeer Corporation has opened an office in the De Young building, San Francisco, Calif.

Curtin & Sinn, Inc., have engaged in the meat and livestock business in Vancouver, Wash., with a capital stock of \$10,000.

Brunswick Packing Co., New York City, has been incorporated with a capital stock of \$100,000 to process and deal in meats.

The Pinkney Packing Co., which started operations recently in Amarillo, Tex., is reported to be slaughtering 150 cattle and 350 hogs weekly.

Mitchell Abattoir Co., Mitchell, S. D., has been incorporated with a capital stock of \$100,000 to operate a poultry and livestock packing plant. The incorporators are A. F. Smith, Robert

Burns and H. C. Erion, all of Mitchell.

The official opening of the new plant of Smith Bros., Sioux City, Ia., was held recently, during which time it was visited by large numbers of people. The building was purchased, remodeled and equipped at a cost of about \$50,000, and is located at 1209 Third st. Operations in the old plant are continued.

A stockyards and a meat packing company is being formed in Houston, Tex., by about 110 cattlemen of South Texas. A contract has been entered into to purchase the plant of the Gulf Coast Packing Co., and a stockyards will be built. The stockyards company will be capitalized for \$25,000 and will be known as the Port City Stockyards. The packing company will be known as the Port City Packing Co., and will be capitalized for \$50,000.

DETROIT BROKER'S NEW OFFICE.

John W. Stewart, packinghouse products broker of Detroit, Mich., has moved his offices from the Murphy Bldg. to 2311 Russell st., in the vicinity of the Eastern Market. Telephone numbers remain the same. Mr. Stewart formerly operated under the business name of Stewart Brokerage Company. Commenting on the change he said: "Our desire is to increase our service to the wholesale meat trade."

CHICAGO EXCHANGE ELECTS.

Charles A. Wilson was re-elected president of the Chicago Live Stock Exchange this week and Charles H. Boothroyd, vice-president. Ralph W. Wallace, Charles J. Castenholz and John H. Bowles were elected to the board of directors.



PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.

EXCLUSIVE PACKERS REPRESENTATIVES

PACKING HOUSE PRODUCTS

SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT

CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual cariot trading, Thursday,
Feb. 12, 1931.

REGULAR HAMS.				FUTURE PRICES.																																															
Green.	Sweet	Pickled.	Fancy.	Feb.	Open.	High.	Low.																																												
Standard.	Standard.	Standard.	Fancy.	8-10	18	17%	18%	May	8.25	8.32%	8.25	10-12	17	16%	17%	July	8.40	8.45	8.42%	12-14	14%	14%	15%	Sept.	8.60	8.62%	8.57%	14-16	13%	14%	15%					10-16 range	14%	14%	14%	May	10.35	10.35b	10.35b					July			10.50b
8-10	18	17%	18%	May	8.25	8.32%	8.25																																												
10-12	17	16%	17%	July	8.40	8.45	8.42%																																												
12-14	14%	14%	15%	Sept.	8.60	8.62%	8.57%																																												
14-16	13%	14%	15%																																																
10-16 range	14%	14%	14%	May	10.35	10.35b	10.35b																																												
				July			10.50b																																												

BOILING HAMS.				MONDAY, FEBRUARY 9, 1931.																																							
Green.	Sweet	Pickled.	Fancy.	Feb.	Open.	High.	Low.																																				
Standard.	Standard.	Standard.	Fancy.	16-18	18	14	14%	Mar.	8.25	8.37%	8.25	18-20	12%	14	14%	May	8.45	8.45	8.40	20-22	12%	13%	14	July	8.45	8.62%	8.45	16-22 range	12%	12%	12%	Sept.	8.62%	8.80	8.62%								8.72%
16-18	18	14	14%	Mar.	8.25	8.37%	8.25																																				
18-20	12%	14	14%	May	8.45	8.45	8.40																																				
20-22	12%	13%	14	July	8.45	8.62%	8.45																																				
16-22 range	12%	12%	12%	Sept.	8.62%	8.80	8.62%																																				
							8.72%																																				

SKINNED HAMS.				CLEAR BELLIES.																																																																															
Green.	Sweet	Pickled.	Fancy.	May	10.65	10.65	10.57%																																																																												
Standard.	Standard.	Standard.	Fancy.	10-12	16%	16%	17%	July	10.75	10.75	10.70b	12-14	16	15%	16%					14-16	14%	15%	16%					16-18	14%	15%	16%					18-20	14	15%	16%					20-22	13%	13%	14%					22-24	13%	12%	12%					24-26	12%	12	12					25-30	11%	11%	11%					30-35	11	11%	11%				
10-12	16%	16%	17%	July	10.75	10.75	10.70b																																																																												
12-14	16	15%	16%																																																																																
14-16	14%	15%	16%																																																																																
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22-24	13%	12%	12%																																																																																
24-26	12%	12	12																																																																																
25-30	11%	11%	11%																																																																																
30-35	11	11%	11%																																																																																

PICNICS.				TUESDAY, FEBRUARY 10, 1931.																																							
Green.	Sweet	Pickled.	Fancy.	Feb.	Open.	High.	Low.																																				
Standard.	Standard.	Standard.	Sh. Shank.	4-6	9%	9%	10%	Mar.	8.25	8.32%	8.12%	6-8	8%	8%	9%	May	8.55	8.55	8.22%	8-10	8	8%	9%	July	8.67%	8.67%	8.37%	10-12	8	8%	9%	Sept.	8.82%	8.82%	8.60	12-14	7%	8%	9%				
4-6	9%	9%	10%	Mar.	8.25	8.32%	8.12%																																				
6-8	8%	8%	9%	May	8.55	8.55	8.22%																																				
8-10	8	8%	9%	July	8.67%	8.67%	8.37%																																				
10-12	8	8%	9%	Sept.	8.82%	8.82%	8.60																																				
12-14	7%	8%	9%																																								

BELLIES.				WEDNESDAY, FEBRUARY 11, 1931.																																															
Green.	Cured.	Dry	Cured.	Feb.	Open.	High.	Low.																																												
Sq. Sds.	S.P.			6-8	17%	17%	18%	May	10.65	10.75	10.65	8-10	16%	16%	17%	July	10.80	10.85	10.85ax	10-12	14%	14%	15%					12-14	13%	13%	14					14-16	12%	12%	13%					16-18	12	11%	12%				
6-8	17%	17%	18%	May	10.65	10.75	10.65																																												
8-10	16%	16%	17%	July	10.80	10.85	10.85ax																																												
10-12	14%	14%	15%																																																
12-14	13%	13%	14																																																
14-16	12%	12%	13%																																																
16-18	12	11%	12%																																																

D. S. BELLIES.				THURSDAY, FEBRUARY 12, 1931.			
Standard.	Fancy.	Rib.		Feb.	Open.	High.	Low.
14-16	11%	11	11%	Mar.	8.10	8.12%	8.10
16-18	11	12%	12%	May	8.20	8.32%	8.20
18-20	10%	12%	12%	July	8.35-37%	8.45	8.35
20-22	10%	12%	10%	Sept.	8.35-37%	8.45	8.60ax
22-25	10%	11%	10%				
25-30	10%	10%	10%				
30-35	10%	10	10				
35-40	10	10	9%				
40-50	9%	9%	9%				

D. S. FAT BACKS.				FRIDAY, FEBRUARY 13, 1931.																																																																																															
Standard.		Rib.		Feb.	Open.	High.	Low.																																																																																												
				8-10	6%	6%		Mar.	8.10	8.12%	8.10	10-12	7	7%		May	8.20	8.32%	8.20	12-14	7%	7%		July	8.35-37%	8.45	8.42%	14-16	8%	8%		Sept.	8.35-37%	8.45	8.60ax	16-18	9%	9%						18-20	9%	9%						20-22	10%	10%						22-25	10%	11%						25-30	10%	10%						30-35	10%	10						35-40	10	10						40-50	9%	9%					
8-10	6%	6%		Mar.	8.10	8.12%	8.10																																																																																												
10-12	7	7%		May	8.20	8.32%	8.20																																																																																												
12-14	7%	7%		July	8.35-37%	8.45	8.42%																																																																																												
14-16	8%	8%		Sept.	8.35-37%	8.45	8.60ax																																																																																												
16-18	9%	9%																																																																																																	
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30-35	10%	10																																																																																																	
35-40	10	10																																																																																																	
40-50	9%	9%																																																																																																	

OTHER D. S. MEATS.				SALT—			
Export	Trim.			Dbl. refined granulated			
8-10	6%	6%					
10-12	7	7%					
12-14	7%	7%					
14-16	8%	8%					
16-18	9%	9%					
18-20	9%	9%					
20-22	10	10					

CHEMICALS AND SOAP SUPPLIES.				SUGAR—			
(Special Report to The National Provisioner.)				Raw sugar, 96 basis, f.o.b. New Orleans			
Feb. 10, 1931—Extra tallow, f.o.b. seller's plant, 3%@4c lb.; Manila cocoanut oil, tank coast, 4%@4c lb.; Manila cocoanut oil, tanks N. Y., 4%@5c lb.; Cochin cocoanut oil, bbls., N. Y., 7%@7½c lb.				Second sugar, 90 basis			
P. S. Y. cottonseed oil, 8%@9c lb.; crude corn oil, 9@9½c lb.; olive oil foots, 6%@7c lb.; 5 per cent yellow olive oil, 85@87c per gal.; crude soya bean oil, 9½@10c lb. imported; palm kernel oil, 7%@8c lb., all bbls., N. Y.				Syrup testing, 63 to 65 combined sucrose and invert, New York			
Niger palm oil, casks, N. Y., 5@5½c lb.; Lagos palm oil, casks, N. Y., 5½@5½c lb.; glycerine, soaplye, 6%@7c lb.; glycerine, C. P., 13%@14c lb.; glycerine, dynamite, 10%c lb.				Standard gran. f.o.b. refiners (2%).			
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.				Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.			

MEAT STRIKE EXPENSIVE.				SPICES.			
(These prices are basis f.o.b. Chicago.)				Whole. Ground.			
The strike of meat employees in Sydney, New South Wales, which came to an end at the beginning of December is estimated to have cost the provincial meat industry a decline in export trade of between 350,000 and 400,000 mutton carcasses, valued at about \$583,000.				Allspice	12	14%	
				Cinnamon	12	14%	
				Cloves	30	30%	
				Coriander	4%	6%	
				Ginger	65	65	
				Mace	22	22	
				Nutmeg	15	15	
				Pepper, black	24	24	
				Pepper, Cayenne	20	20	
				Pepper, red	20	20	
				Pepper, white	28	28	

Retail Section

"Gyp" Advertising Schemes Numerous— Watch Out for Them

Strangers with schemes to increase the meat dealer's business are common these days.

A great many of these business-getting plans are very profitable—for the promoter. For the retailer whose good money is spent they are often a source of loss, grief and embarrassment.

Schemes to attract patronage to a store, including lotteries, guessing contests of one kind and another, coupon books and other similar stunts, are in disfavor among retail merchants generally. They not only cheapen a business in the eyes of the customer, but they are seldom worth while as means of building good-will or increasing sales.

Consumers are steering clear of the store that resorts to these tactics, having learned long ago that they pay the cost in the end.

The meat retailer who has money to spend to promote his business will be better off if he sticks to recognized advertising mediums—newspapers, handbills, billboards, better display, etc.—and passes up the schemes of clever salesmen, whose only interest in the dealer and his business is how much he can get out of them.

Costly Advertising

By H. E. Simpson,
Special Investigator, Retail Statistics Service.

A western meat dealer said recently that he had turned down four different "gyp" advertising schemes in a week. A chamber of commerce secretary reported that no less than eleven salesmen, each with a different "game," had hit his town within a month. There is no question that this winter will see more general offering of "slick" promotion schemes than any period in years.

The "slicker" who persuasively offers a swift journey to big profits is, in many cases, so clever that his total stock in trade is samples of printed matter, arrangements with a printing house where he must pay cash on delivery, and a few weeks' supply of ready cash.

The "coupon" game is one of the latest. A crew of solicitors will visit the homes in the meat dealer's community and sell coupon books at \$1.00 each. The total value of the coupons, taken out at 20 per cent or some other

figure on purchases at the meat market, is \$5.00.

Coupon Books Lose Good-Will.

The terms the salesman drives with the meat dealer are found to vary a great deal from town to town. In one community, the salesman persuades the meat dealer that, "because these coupon books will get wholly new customers," the meat dealer can stand a 25 per cent discount. For its services, the coupon book company will take all the money paid for books by local people. A bargaining meat dealer will get other terms, and lower ones. Naturally, the promoter wishes the discount to be as high as possible, for the higher the discount, the greater the speed with which the coupon books sell.

Don't think for a minute that these slick fellows aren't able to sell a lot of coupon books. And they sell them, typically, in a manner to give the meat dealer a headache he doesn't get over in months. Many of the books are bought by housewives under the impression that the coupons can be traded out irrespective of size of purchase.

Few understand that to make the \$5.00 saving, total purchases of \$20.00, \$25.00, \$50.00—varying with the percentage—must be made. In practice, there are always those who ask for a refund of their money. On such business as he does, the meat dealer parts with all his profit, and even incurs a loss. To one meat dealer who has bought the coupon book scheme and been satisfied with the results, there are easily twenty who say, "never again!"

One dealer found the solicitors had been ornamenting their sales talk by announcing a wonderful special offer to be made by the dealer, for coupon book holders, at the end of the month.

The Missing Letters Scheme.

It costs the promoters about \$30.00 to get up samples of an elaborate missing letters promotion scheme. The merchant announced to his community that, with every \$1.00 of sales, an envelope containing a letter of the alphabet would be given. Once a customer had collected letters from A to E, the store would give a credit of \$2.00; when letters to M had been collected, a further credit of \$10.00 would be allowed; and for the complete alphabet, \$50.00 would be given.

The merchant was supplied with thou-

sands of these alphabets in the small envelopes and with hand bills and posters.

"You don't need to worry about prizes," confided the promoter with a wink, "we've attended to that!"

Of certain of the letters, the number is so small that there is practically no chance of the major prize being won. Few of the \$10.00 rewards will be claimed.

Nevertheless, considerable numbers of customers may trustingly go about the accumulation of the letters. The inevitable aftermath of dissatisfaction, suspicion and outright accusations of dishonesty, occurs.

There are various "gyp" advertising schemes using a lottery principle. Coupons bearing numbers are drawn. On an advertised date, there is a drawing. In some of these promotions, the major prizes announced run into what appear to be large sums—automobiles, diamonds, rings, and the like.

Money-Raising Sales.

One way or another, promoters selling such stunts always, apparently, prove to the meat dealer that he "can't lose." In practice, the reverse is almost literally true, that he "can't win."

What profit is it if considerable additional business is done, but at the price of lost public confidence?

There are a good many "gyp" advertising schemes, varying in their individual characteristics but all alike in



PINEAPPLE IN A MEAT SHOP.

Meat and fruit don't mix well in this case.

When an enemy of this West Side meat dealer in Chicago, left a "pineapple" on his doorstep, it didn't do trade any good. "Honey Brand" hams and bacon seem to have stood the shock, however.

February 14, 1931.

THE NATIONAL PROVISIONER

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the certainty for high profits for the promoter of them and grave risks for the merchant who succumbs to salesmanship and tries the thing out.

There are reputable, expert sales specialists. There are occasions when hiring an expert to come to town and put on a store sale is good judgment.

By and large, however, money-raising sales, in all trades, are associated with a colossal amount of "grief." During the coming season, retailers all over America will be besieged with alluring literature dealing with money-raising sales. Meat dealers will not escape. Traveling representatives of sales concerns are working the country.

An unusually lamentable story of experience with a sales "expert" came to this investigator's attention recently. The merchant had a wonderful reputation. Occupying store premises next to a prominent corner, he took a lease on the adjoining premises.

Then he listened to the seductive arguments of a "sales expert." This man told him that, put in charge of the store for a remodeling sale, he would make him additional profits enough to pay all the expense of remodeling and change to larger premises. The merchant became so enthusiastic that, without a misgiving, he signed a contract.

"Sale" Breaks Retailer.

Was it iron-clad? Oh, boy, it was. Among other things, it made the expert the buyer, with all perogatives, of the business.

And he proceeded to buy. Did he remember the long-established connections of the merchant. He did not. He sought out a group of new sources in far away cities, for reasons which were very clear later—he was getting a secret "cut."

As the sale got under way, the whole stock was mixed with inferior merchandise. The new goods were given ridiculous mark-ups, then fake cuts.

The public came in droves, of course. It took some time to find itself. During the process some of the shoddy stuff was bought, but, somehow, much more of the good stuff was. The word went around that the merchant no longer ran the "on-the-level" business he formerly had.

Ruin was the final result. The merchant is now struggling against terrific odds to recover his lost reputation. The corner premises never were occupied.

Merchants all over America who see business depressed and very slowly improving will be tempted to sign up with promoters who come ingratiatingly with clever schemes. Watch out, brother!

NEWS OF THE RETAILERS.

Mt. Baker Market, Seattle, Wash., has been incorporated with a capital of \$7,000 by L. A. White and S. D. Wiggate.

J. L. Parkhill is reported succeeded in the meat business at 105 Mission St., Wenatchee, Wash., by A. L. Roelle.

W. E. Dimmitt has been succeeded in ownership of the City Meat Market, Newberg, Ore., by Homer G. Moore.

Pay-N-Save Store, Seattle, Wash., has engaged in the meat and grocery business.

The meat market of Louis Peterman, Cecil, Wis., has been destroyed by fire.

Prady's Market, Inc., Detroit, Mich.,

has been chartered at 1655 Hamilton ave., to handle meats and groceries.

L. E. McMurray has engaged in the meat business in the Pauhman building, Prosser, Wash.

Thompson Brothers have been succeeded in the meat business at 3403 3rd ave. W., Seattle, Wash., by J. F. Sarchett.

The Clarke County Meat Co., Vancouver, Wash., has been incorporated with a capital of \$500 by A. L. Curtin and Fred Sinn.

Fred S. Cool, Wenatchee, Wash., has purchased the meat market equipment of Noyd Brothers.

Walter E. Smith Market, Carpenterville, Ill., was damaged by fire recently.

Reese Simpson and George Eichler have opened the Marengo Cash Market in Marengo, Ill.

Ralph Bowen and Carl Crupp will open a meat market in Buffalo Center, Ia.

H. C. Donaker, Midland, Mich., has sold the meat department of his business to the Farrell Meat Co.

Joseph Sickel, Burlington, Wis., has bought the interest of Henry Kupelis in the market on Washington st.

Indiana Meat Market Co. store, 220 South Walnut st., Muncie, Ind., was opened for business recently.

Joseph Ballog, Bloomington, Ill., has purchased the meat market of Vern Eversizer.

Roy Smith will open a new meat market at 983 North Edward st., Decatur, Ill.

Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

MEATS PROMOTE GROWTH.

Vitamin G, growth-promoting factor for animals and man, is found to be from five to eight times more abundant in beef liver, pork liver, and beef kidney than in lean beef, pork, and lamb, according to a series of tests recently finished by Ralph Hoagland and George G. Snider of the U. S. Department of Agriculture.

The experiments involved the feeding of young albino rats, which were kept in separate cages and weighed regularly. All comparisons were made on the basis of air-dry, fat-free materials. The rats were first fed a basal ration lacking only in vitamin G until growth ceased, when meat or meat by-products were added to supply the growth-producing factor.

Lean beef, pork, and lamb appeared to contain approximately the same quantities of the growth-producing vitamin G and when comprising from 15 to 25 per cent of the rats' rations, resulted in excellent growth. Beef spleen appeared to contain as much of this vitamin as beef.

The tests indicated that 3 per cent of beef liver or pork liver and slightly less of beef kidney in a rat's diet furnished an ample supply of vitamin G for rapid growth. The minimum quantity necessary for normal growth is probably considerably less than the proportions indicated.

ANNUAL MEAT STORY CONTEST.

The eighth National Meat Story Contest has just been announced by the National Livestock and Meat Board. Through the preparation of essays on meat from 10,000 to 15,000 girls annually have been made more meat conscious. University scholarships and other prizes are offered for the best essays. Announcement of the contest has been sent to high school teachers of home economics throughout the country, and many already have entered their students in the contest. March 15 is set as the latest day on which essays must be in the hands of the board.

MINNESOTA DEALERS ELECT.

Frank W. Myers of Sleepy Eye, Minn., was elected president of the Minnesota Retail Meat Dealers' Association at the annual convention held in Minneapolis recently. The other officers are: E. W. Ruff, Paynesville, first vice-president; William F. Marlow, Good Thunder, second vice-president; Paul Johnson, Minneapolis, third vice-president; Hugh McHugh, Farmington, fourth vice-president; George R. Calkin, Minneapolis, secretary; E. F. Janssen, St. Paul, treasurer.

New York Section

AMONG RETAIL MEAT DEALERS.

The regular monthly membership meeting of Ye Olde New York Branch will be held on Tuesday evening, Feb. 17, at Grand Central Palace, at which time members of all local branches are invited to attend as guests of the Westinghouse Lighting Institute.

The annual meeting of the stockholders of Food Distributors Cooperative, Inc., was held on Feb. 9, at the offices of Ye Olde New York Branch, at which time the reports of the officers for the past year were submitted. The election of directors resulted in the re-election of George Kramer, Charles Schuck, Chris Roesell and L. Baldwin, and the election of Steve Bittner. The board of directors will hold its first meeting before the end of this month and will elect officers for the ensuing year.

At the meeting of the Eastern District Branch Tuesday of this week some 44 members were present. Past president Charles A. Raedle, jr., who is also a director of the Butchers' Calfskin Association and the Butchers Mutual Casualty Company, received a warm greeting. Joseph Heil became a member. The question of increasing the dues was discussed, but it was decided the plan was not feasible and an increase in membership would accomplish the object in view. The branch will charter a bus and attend in a body the meeting of Ye Olde New York Branch, Grand Central Palace, next Tuesday evening.

A constructive business meeting was held at the Hotel McAlpin last Thursday by the Ladies' Auxiliary. President Mrs. A. Werner, jr., presided. It was decided to tender an afternoon tea to the members at the Mary Elizabeth, 5th ave. and 36th street, on Thursday, February 19 at 2 p. m. The next regular meeting will be at the McAlpin on the second Thursday in March.

South Brooklyn and Jamaica Branches have chartered buses for their members to attend Ye Olde New York meeting next Tuesday.

Herbert Hertzog, financial secretary of the Brooklyn Branch, who sold his market on Myrtle avenue recently, is now connected with the Food Distributors, Inc., in the office and warehouse.

Early last Sunday morning Oscar Schaefer's store at 3033 Valentine avenue was almost entirely destroyed by fire.

Frank P. Burck, for many years an active member of Brooklyn Branch, was tendered a surprise ovation one minute after twelve Sunday night. A long line of well wishers attending the dinner dance of Washington Heights Branch congratulated Mr. Burck on his birthday.

As the Butchers' Mutual Casualty Company will hold a meeting of the stockholders on February 18, the regu-

lar meeting of the Bronx Branch has been postponed to February 25.

WASHINGTON HEIGHTS DINNER.

"More and more" seemed to be the slogan of the members of Washington Heights Branch in their endeavor to make the annual banquet and ball this year one never to be forgotten. It required all the finesse of the committee to make last minute arrangements for the accommodation of the additional guests, which brought the total well over the four hundred mark. This was in spite of the fact that the only snow storm in the metropolitan area had started Saturday, followed by rain on Sunday.

But the weather did not dim the enthusiasm of the members and their friends as they gathered around the festive board in the grand ballroom of the Paramount Mansion, 183rd st. and St. Nicholas ave. last Sunday. From Westchester down New York City and Brooklyn to the other end of Long Island came representatives of the retail meat trade to share in the merriment. Most of the tables had cards designating the branch represented.

A table that attracted much attention was that of Mr. and Mrs. Charles Hembdt and their guests, including Mr. and Mrs. George Anselm, daughters and son; Mr. and Mrs. Frank P. Burck and son; Mr. and Mrs. A. Di Matteo and daughters; the Misses Hembdt; Mr. and Mrs. George Gottschalk; Miss M. B. Phillips of THE NATIONAL PROVISIONER and Mrs. A. Werner, jr. With its birthday cake, large baskets of flowers and red basket place cards in honor of Mildred Hembdt, the eldest daughter of Mr. and Mrs. Hembdt, it was a pleasing picture.

At the tables of the Bronx Branch were president E. Ritzman and daughter; business manager and Mrs. Fred Hirsch; Mr. and Mrs. F. Fiederlein; Mr. and Mrs. Frank Ruggerio and niece; Mr. and Mrs. E. Denny; Sam Gordon and family; Mr. and Mrs. H. Steiner; Mr. and Mrs. Otto Vogt; Mr. and Mrs. N. Dietrich; George Dietz and friend; Mr. and Mrs. L. Muller; Mr. and Mrs. Leo Spandau; Mr. and Mrs. S. Bacharach; Mr. and Mrs. Julius Reinhardt; Mrs. Geis and son.

Brooklyn and South Brooklyn: State president and Mrs. D. Van Gelder; president Brooklyn Branch and Mrs. Anton Hahn; Mr. and Mrs. Joseph Rossman; Mr. and Mrs. Fred Grim; business manager John J. Harrison and state business manager Edwin Williams. Jamaica: President and Mrs. W. H. Wild; Mr. and Mrs. Gus Fernquist; Mr. and Mrs. Chris Roesel; Mr. and Mrs. Fred Schneider and Mr. and Mrs. Tony Mara. Westchester: A table of ten with president and Mrs. N. Summerville, daughter and son-in-law, and Mr. and Mrs. Thomas Buckley. Ye Olde New York: President Lester M. Hirschbaum; Mrs. Moe Loeb; A. Loeb and friend, Arthur Kleebatt. President Frank Kunkel had a table of twenty. B. F. McCarthy, Livestock, Meats and Wool Division, U. S. Department of Agriculture and Mrs. McCarthy.

Among trade firms represented were the Van Iderstine Company, headed by

C. L. Hausserman and eleven others; A. C. Wicke Mfg. Co., table of ten; United Dressed Beef Co.; Cudahy Packing Co.; Adolf Gobel, Inc.; Swift & Company; Hoffman & Mayer, Inc.; Conron Brothers; Albany Packing Co.; North Packing Co.; Wetzsteins; Ebbighausen Fish Co., Inc.; City Provision Co.; L. Bartel Co., Inc.; and many others.

Max Haas, on behalf of the Branch presented the retiring president, Charles Hembdt, with an electric chime clock. The officers and committee whose work resulted in such a success were: F. Kunkel, president; A. Minicker, first vice president; I. Florsheim, second vice president; A. Di Matteo, treasurer; R. Utenwoldt, financial secretary; M. Haas, recording and corresponding secretary; L. Essman, warden. Trustees: Ed. Schmelzer, chairman; C. H. Hembdt, A. Dietzel, G. Lowenthal, M. Kaufherr, Th. Krauser, J. Mayer, Chr. Maus, J. Schmitt.

Ball Committee.—C. H. Hembdt, chairman; A. Di Matteo, I. Florsheim, M. Haas, J. J. Matthes, A. Minicker, J. Stetzl, R. Utenwoldt. Reception Committee.—Gus Beck, chairman; J. Dreyfus, L. Essman, M. Kaufherr, Chas. Schuck, E. Schmelzer, R. Weiblen, C. Wertheimer, H. Wissman. Press Committee.—Max Haas, chairman; L. Dahlman, A. Dietzel, T. Krausser, C. Maus, C. Meier, J. Schmitt.

NEW YORK NEWS NOTES.

Jack Ruddy, of E. Kahn Sons, Cincinnati, Ohio, spent a few days in New York during the past week.

A. K. Gembick, legal department, Wilson & Co., Chicago, spent a few days in New York during the past week.

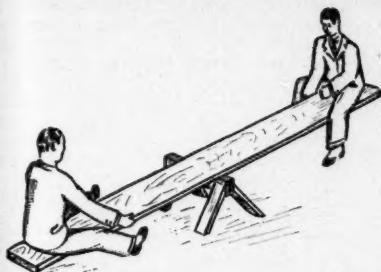
S. B. Dietrich, beef department, East Side Packing Company, East St. Louis, Ill., visited New York and Philadelphia for several days during the past week.

B. A. Braun, vice president and general sales manager, Jacob Dold Packing Company, Buffalo, spent several days in Eastern New York during the past week.

Meat, fish, poultry and game seized and destroyed in the city of New York by the Health Department during the week ended February 7, 1931, was as follows: Meat—Brooklyn, 573 lbs.; Manhattan, 1,288 lbs.; Queens, 2 lbs.; total, 1,863 lbs. Poultry and Game—Brooklyn, 17 lbs.; Manhattan, 51 lbs.; Queens, 6 lbs.; total, 74 lbs.

Stahl-Meyer Employees' Welfare Association held its annual dance and entertainment in the grand ball room of the Hotel St. George, Brooklyn, on Feb. 7, at which there were present nearly 3,000 persons representing the officers and employees of the various branches, customers and friends in the trade. President George A. Schmidt welcomed the guests and secretary W. J. Neumann read a telegram from chairman of the board Otto Stahl and Mrs. Stahl, who are vacationing at Palm Beach, Fla., in which they expressed best wishes, and regrets that they were unable to attend the festivities.

INEVITABLE! Costs DOWN Profits UP



"See Saw, Marjory Daw"—when Johnny goes down, Jimmy goes up. Likewise, lower costs spell higher profits. And the quickest, easiest, most direct way to raise profits is to lower production costs.

The packer has little chance to add to profits through increased selling price. But inside the plant it's up to him.

Let Peters engineers show you how substantially overhead can be reduced on your packaging operations. They're always glad to work with you. Write today.

PETERS MACHINERY CO.
4700 RAVENSWOOD AVE. CHICAGO, ILL.

Build Your Pork Sausage Sales on Flavor!



Successful sausage manufacturers know the important part that keen, pungent flavor plays in their product. Old Plantation Seasoning adds that spicy, good old Southern flavor everybody likes. It makes sausage look better and keep better! Why not investigate and see how Old Plantation Seasoning will improve YOUR PORK sausage? Our technical department will gladly counsel with you. Free samples and demonstrations on request.

A. C. LEGG PACKING COMPANY, INC.
Birmingham, Ala., U. S. A.

Slegg's OLD PLANTATION SAUSAGE SEASONING
REG. U. S. PAT. OFF.
"BUILT UPON A FLAVOR"

H & K HOT INK BRANDER



Awarded
2nd Prize
I. A. M. P.
1930

Electrically heated which positively eliminates smearing of ink. Takes all sized brands. The answer to the difficult branding problem. Sturdy and economical. Write today for circular.

H & K Manufacturing Co., Box 836, Cedar Rapids, Ia.

Pork Sausage Season Is Here

The Man Who Knows



The Man You Know

These cold, snappy mornings are just the thing to create a big demand for breakfast sausage. Are you getting your share of this business?

A nice, savory, tender breakfast sausage flavored to perfection is bound to result in increased business. Our WONDER PORK SAUSAGE SEASONING (with and without sage) can give you just the proper degree of flavoring that will bring out the best quality of your product. Do your customers desire the natural pink color of the meat that makes your sausage look so appetizing? If they do, why look further? For incomparable flavor and appearance, try WONDER PORK SAUSAGE SEASONING

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings and NEVERFAIL, The Perfect Cure.

H. J. MAYER & SONS CO.
6819-23 S. Ashland Ave., Chicago, Ill.
Canadian Plant, Windsor, Ont.

Soak—wipe—rinse

That is all there is to cleaning viscera tables, ham boilers and other equipment when Meat Packers' Oakite is used. Grease, dried-on blood and other dirt come off with little or no hand scrubbing. The time and effort saved with little real reductions in cleaning costs. Write for booklet.

Manufactured only by
OAKITE PRODUCTS, INC.
20A Thames Street
New York, N. Y.

OAKITE
Industrial Cleaning Materials and Methods

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium \$ 7.75@ 9.00
Cows, common to medium 4.00@ 5.25
Bulls, cutter, medium 4.00@ 5.50

LIVE CALVES.

Weavers, good to choice \$ 9.50@ 13.00
Weavers, medium @ 8.50

LIVE SHEEP AND LAMBS.

Lambs, good to choice \$ 8.50@ 9.75
Lambs, medium 7.00@ 8.00
Ewes, medium to choice 3.00@ 4.00

LIVE HOGS.

Hogs, 160-220 lbs \$ 7.90@ 8.10
Hogs, medium @ 8.00
Hogs, 120 lbs @ 7.85
Roughs @ 6.75

DRESSED HOGS.

Hogs, heavy @ 13.00
Hogs, 180 lbs @ 13.25
Pigs, 80 lbs @ 13.25
Pigs, 80-140 lbs @ 13.25

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy 19 @ 21
Choice, native light 20 @ 22
Native, common to fair 17 @ 18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs 20 @ 21
Native choice yearlings, 400@600 lbs 21 @ 23
Good to choice heifers 17 @ 19
Good to choice cows 15 @ 14
Common to fair cows 8 @ 11
Fresh bologna bulls 8@ 9 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @ 20	26 @ 30
No. 2 ribs	21 @ 22	23 @ 25
No. 3 ribs	18 @ 20	18 @ 22
No. 1 loins	30 @ 32	34 @ 34
No. 2 loins	26 @ 27	32 @ 32
No. 3 loins	22 @ 25	28 @ 28
No. 1 hinds and ribs	23 @ 28	22 @ 28
No. 2 hinds and ribs	19 @ 22	20 @ 22
No. 3 hinds and ribs	16 @ 18	16 @ 19
No. 1 rounds	15 @ 16	15 @ 16
No. 2 rounds	14 @ 15	14 @ 14
No. 3 rounds	13 @ 14	13 @ 13
No. 1 chuck	17 @ 18	16 @ 15
No. 2 chuck	15 @ 16	12 @ 14
No. 3 chuck	12 @ 12	8 @ 10
Bologna	8@ 9 1/2	8@ 10
Balls, reg. 4@6 lbs. avg.	22	23
Balls, reg. 4@6 lbs. avg.	17	18
Tenderloins, 4@6 lbs. avg.	60	670
Tenderloins, 5@6 lbs. avg.	65	75
Shoulder chops	10	11

DRESSED VEAL AND CALVES.

Prime veal 23 @ 25
Good to choice veal 19 @ 22
Med. to common veal 13 @ 16
Good calves 14 @ 16
Med. to common calves 12 @ 14

DRESSED SHEEP AND LAMBS.

Lambs, prime 21 @ 23
Lambs, good 18 @ 20
Sheep, good 10 @ 13
Sheep, medium 9 @ 11

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. 15 @ 16
Pork tenderloins, fresh 40 @ 43
Pork tenderloins, frozen 35 @ 40
Shoulders, city, 10@12 lbs. avg. 19 @ 20
Shoulders, Western, 10@12 lbs. 12 @ 13
Butts, boneless, Western 18 @ 19
Butts, regular, Western 14 @ 15
Hams, Western, fresh, 10@12 lbs. avg. 20 @ 20
Hams, city, fresh, 6@8 lbs. avg. 26 @ 27
Picnic hams, Western, fresh, 6@8 lbs. avg. 10 @ 11
Pork trimmings, extra lean 14 @ 15
Pork trimmings, regular 50% lean 8 @ 9
Spareribs, fresh 10 @ 11

SMOKED MEATS.

Hams, 8@10 lbs. avg. 23@ 26
Hams, 10@12 lbs. avg. 22 @ 24
Hams, 12@14 lbs. avg. 21 @ 23
Picnics, 4@6 lbs. avg. 16 @ 17
Picnics, 6@8 lbs. avg. 15 @ 16
Roulettes, 8@10 lbs. avg. 16 @ 17
Beef tongue, light 20 @ 22
Beef tongue, heavy 24 @ 26
Bacon, boneless, Western 23 @ 24
Bacon, boneless, city 20 @ 21
Pickled bellies, 8@10 lbs. avg. 17 @ 18

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FANCY MEATS.

Fresh steer tongues, untrimmed 26c a pound
Fresh steer tongues, l. c. trim'd 40c a pound
Sweetbreads, beef 70c a pound
Sweetbreads, veal \$1.00 a pair
Beef kidneys 18c a pound
Mutton kidneys 11c each
Livers, beef 40c a pound
Oxtails 20c a pound
Beef hanging tenders 32c a pound
Lamb fries 10c a pair

BUTCHERS' FAT.

Shop fat @ 1/2
Breast fat @ 1/2
Edible suet @ 3
Cond. suet @ 2

GREEN CALFSKINS.

5-9 9 1/2-12 1/2 12 1/2-14 14-18 18 up
Prime No. 1 veals 13 1.00 1.70 1.90 2.80
Prime No. 2 veals 11 1.40 1.45 1.65 2.55
Buttermilk No. 1 9 1.25 1.35 1.55 ...
Buttermilk No. 2 7 1.00 1.10 1.30 ...
Branded Gruby 5 .65 .70 .90 1.20
Number 8 4 .50 .55 .70 .80

BUTTER.

Creamery, extra (92 score) @ 27
Creamery, firsts (88 to 90 score) 25 @ 25 1/2
Creamery, seconds (84 to 87 score) 23 1/2 @ 24 1/2
Creamery, lower grades 22 1/2 @ 23

EGGS.

(Mixed colors.)

Extra, dozen 18 1/2 @ 19
Extra, firsts, dozen 18 @ 18 1/2
Firsts @ 17 1/2
Checks 12 @ 12 1/2

LIVE POULTRY.

Fowls, colored, fancy, via express 20 @ 22
Fowls, Leghorn, fancy, via express 18 @ 19

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:
Western, 60 to 65 lbs. to dozen, lb. @ 21 @ 23
Western, 45 to 54 lbs. to dozen, lb. @ 21 @ 23
Western, 43 to 47 lbs. to dozen, lb. @ 20 @ 22
Western, 38 to 42 lbs. to dozen, lb. @ 19 @ 21
Western, 30 to 35 lbs. to dozen, lb. @ 18 @ 20

Fowls—fresh—dry pckd.—12 to box—prime to fcy.:
Western, 60 to 65 lbs. to dozen, lb. @ 24 @ 25
Western, 48 to 54 lbs. to dozen, lb. @ 24 @ 25
Western, 43 to 47 lbs. to dozen, lb. @ 23 @ 23
Western, 38 to 42 lbs. to dozen, lb. @ 22 @ 22
Western, 30 to 35 lbs. to dozen, lb. @ 21 @ 21

Chickens, fresh, 18 to box, prime to good:
Broilers, 21@24 lbs. 22 @ 27

Ducks—
Western, good to fancy 20 @ 22

Squabs—
White, ungraded, per lb 40 @ 55

Turkeys, fresh—dry pckd.—prime to fancy:
Young toms 37 @ 39
Young hens 34 @ 35

Fowls, frozen—dry, pckd.—12 to box—prime to fcy.:
Western, 60 to 65 lbs., per lb 24 @ 25
Western, 45 to 54 lbs., per lb 24 @ 24
Western, 43 to 47 lbs., per lb 23 @ 23

—Wholesale prices carlots—fresh centralized butter
—90 score at Chicago:

	Jan.	Feb.				
	30	31	2	3	4	5
Chicago	27%	27%	27%	27	25	25
New York	29	29	28	27	27	27
Boston	29 1/2	29 1/2	29 1/2	28 1/2	27 1/2	27 1/2
Phila.	30	30	30	29	28	28

—Wholesale prices carlots—fresh centralized butter
—90 score at Chicago:

	Jan.	Feb.	2	3	4	5
Chicago	27%	27%	26 1/2	25 1/2	24 1/2	24 1/2
New York	29	29	28	27	27	27
Boston	29 1/2	29 1/2	29 1/2	28 1/2	27 1/2	27 1/2
Phila.	30	30	30	29	28	28

Receipts of butter by cities (tubs):

	Wk. to Prev. Feb. 5. 5. week. year.	Last year.	Since Jan. 1930.
Chicago	32,539	30,300	36,903
New York	64,057	61,522	56,903
Boston	18,232	12,824	11,610
Phila.	22,095	18,318	17,337

	Total	121,908	123,964	122,753	835,760	807,610
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Cold storage movement (lbs.):

	In	Out	On hand	Same week-day last year.
Chicago	42,116	175,154	9,290,151	8,625,273
New York	434	52,326	5,847,144	7,066,621
Boston	20,405	68,186	3,011,939	3,678,307
Phila.	18,780	8,762	1,388,192	2,865,571

	Total	81,825	304,427	19,537,426	22,255,772
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FERTILIZER MATERIALS.
BASIS NEW YORK DELIVERY.

Ammonites.

Ammonium sulphate, bulk, per ton
ex vessel Atlantic and Gulf ports. @ 34.50
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York. @ 1.50
Blood, dried, 15-16% per unit. @ 2.75
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory. Nominal
Fish guano, foreign, 13@14% amino. 10%, B. P. L. f.o.b. fish factory. 3.50 & 10c
Fish scrap, acidulated, 6% ammonia, 3% B. P. L. f.o.b. fish factory. 3.50 & 10c
Soda Nitrate in bags, 100 lbs. spot. @ 2.00
Tankage, ground, 10% ammonia. 15% B. P. L. bulk. @ 2.75 & 10c
Tankage, unground, 9@10% amino. 2.35 & 10c

Phosphates.

Foreign, bone meal, steamed, 3 and 50 bags, per ton, c.i.f. @ 21.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f. @ 20.00
Acid phosphate, bulk, f.o.b. Baltimore, more, per ton, 16% fat. @ 8.00
Fats.

Manure salt, 20% bulk, per ton. @ 12.00
Kainit, 14% bulk, per ton. @ 8.70
Muritate in bags, basis 80%, per ton. @ 27.15
Sulphate in bags, basis 90%, per ton. @ 45.25

Beef.

Cracklings, 50% unground. @ 55
Cracklings, 60% unground. @ 55
Bones, hoofs and horns.

BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces. @ 5.00 & 10c
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces. @ 5.00 & 10c
Black or striped hoofs, per ton. @ 45.00 & 50.00
White hoofs, per ton. @ 70.00
Thigh bones, avg. 88 to 90 lbs., per 100 pieces. @ 30.00
Horns, according to grade. @ 75.00 & 100.00

Lincoln Farms Products Corporation

Collectors and Renderers of

Bones FAt Skins

Manufacturer of Poultry Feeds

Office: 407 E. 31st St.

NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

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4, 1931.

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Q34.00

Q 1.50

Q 2.75

Nominal

.50 & 10c

.50 & 50c

Q 2.07

.75 & 10c

.35 & 10c

Q21.00

Q20.00

Q 8.00

Q12.00

Q 8.70

Q27.15

Q45.35

Q 5.00

Q 5.75

DRNS.

5.00 Q12.00

5.00 Q 65.00

5.00 Q 50.00

Q 70.00

Q 30.00

5.00 Q30.00

5.00 Q12.00

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